

## The Princess of Wales speaks of her fears for the family



By Richard Evans  
Media Editor

The Princess of Wales yesterday spoke of her fears as a young mother in Britain today as she spearheaded a campaign to help Dr Barnardo's to erase its Victorian "orphan" image and focus the nation's attention on the plight of Britain's most needy youngsters.

Addressing the charity's annual conference in London, she voiced her concern about the dangers posed to some children through prostitution, drug addiction and divorce.

The Princess, president of Dr Barnardo's for four years, said the pressures and demands on all modern parents were enormous. Some survived them and managed to bring up their children in secure family units. However, others were

not so successful and often it was charities like Dr Barnardo's that picked up their pieces.

For many young people family life was not always a happy experience. "They may have been thrown out of their home or circumstances may have forced them to leave. Some are homeless, others are at risk of drug addiction or prostitution. It is even more of a challenge if such young adults are parents themselves."

She added: "I know that family life is extremely important and as a mother of two small boys I think we may have to find a secure way of helping our children - to mature and prepare them to face life as stable and confident adults."

Last night Buckingham Palace said the speech was written by the Princess of Wales although, like other members of the Royal Fam-

ily, she would have received briefings and information from a number of sources, including Dr Barnardo's.

Britain's biggest children's charity is dropping the "Dr" from its name and replacing the old logo showing two young children inside a protective circle, with three children skipping hand-in-hand.

The new approach will be supported through a £200,000 national newspaper advertising campaign and a drive in the New Year to publicize first-hand details of the struggle facing the most disadvantaged children.

Research has shown that, although Dr Barnardo's is held in great esteem, most people are ignorant of the work it is now undertaking.

Many people still believe that the charity looks after orphans

when, in fact, the growing number of single-parent families and the work of local authority's social services departments has effectively ended that role.

Indeed, the charity, which has a £50 million annual budget, switched its efforts nearly 20 years ago to looking after the mentally and physically handicapped and children from the most deprived homes.

The Princess of Wales said that before becoming president of Dr Barnardo's she had, like many people, associated the charity with orphans, but now she knew that the services provided by it were much wider and appreciated the importance attached to family life.

"I have seen this both in the efforts made to help families remain together and in the work undertaken to provide foster

homes or personal residential care for those young people unable to live with their own families."

The decision to drop "Dr" from the charity's name was not easy, according to Mr Roger Singleton, its senior director. "In some ways we believe that the public quite like our traditional image, but I think that we are right to drop the 'Dr' from our title because it reinforces a Victorian identity", he said.

In the New Year the charity will adopt a more campaigning stance, speaking out on some of the issues that affect the lives of those who use its services.

"It will be extremely gutsy, with the charity coming out and speaking forcefully about some of the things we know about", one official said.

Later in the day, Mr Douglas Hurd, Home Secretary, supported

the Princess of Wales's call for the strengthening of the family.

He told marriage guidance counsellors in London that this was the best way to protect youngsters from a life of crime. "I think the Princess of Wales is entirely right to lay stress on this."

Referring to the failure of his own first marriage, the Home Secretary said he was under no illusions that creating a stable family was easy. "It is a mistake to imagine that only foolish or weak people had marital problems. It isn't easy in 1988 to sustain marriage or parenthood."

Mr Hurd, addressing the annual meeting of Relate, formerly the National Marriage Guidance Council, said the "whole family" provided the best bulwark against the "social evils and temptations afflicting young people".

## Boycott threat by lawyers at Heyssel trial

● Belgian defence lawyers warned the Heyssel trial judge yesterday that they may advise their clients to walk out

● Lawyers said the cross-examination issue was "crucial" for the credibility of the court and Belgian justice

● If cross-examination is not allowed, the Liverpool defendants will be advised to declare no confidence in the court

● Some see a political motive in the demands. Former ministers could be embarrassed if called as witnesses

By Paul Valley, Brussels

The Heyssel stadium trial took another bizarre turn yesterday when Belgian defence lawyers told the judge that unless he acceded to their demands to cross-examine witnesses, they would advise their British clients to withdraw their con-

fidence in the court. The announcement came towards the end of a second day of confused proceedings. If such advice is given to the 24 Liverpool supporters facing charges in Brussels of involuntary killing, they could walk out of the trial, followed by their counsel.

It also became clear yesterday that a political dimension was emerging in the proceedings which, one defence lawyer proclaimed, were putting Belgian justice itself on trial.

Leading article... 15

The ultimatum was delivered by Mr Nathan Weinstock, who told the judge that cross-examination was essential for a fair trial. "The credibility of the court rests on how it deals with this principle. If you don't allow us witnesses we will recommend to our clients that they should no longer have confidence in your court," he said.

Under Belgian criminal law, the public prosecutor normally prepares a file on the accused, much as the Crown Prosecution Service does in Britain. The two legal systems then diverge.

In Britain, that file becomes the basis for a contest between prosecution and defence lawyers. But under Article 154 of the Code d'Instruction Criminelle in Belgium, the file is accepted as the main evidence in what is an essentially written procedure. Witnesses are usually called only at the specific discretion of the judge to offer support, but not

usually to contradict, the written evidence.

In the Heyssel trial, defence lawyers have been arguing that, because no copy of the 47,000-page prosecution dossier has been given to them, the normal written procedure is inadequate and witnesses should therefore be called and cross-examined.

The main appeal was made by Mr Serge Moureau, who refused to take his seat on Monday when ordered to do so by Judge Pierre Verdyck. The judge then suspended the court and walked out in evident ill-humour. However, when the hearing re-opened yesterday, the defence lawyer was allowed to continue.

He said the appearance of witnesses was "crucial for the credibility of the proceedings and even the image of this country."

He then read out a list of 31 extra witnesses the defence wanted, including the former Belgian ministers of the interior and of justice, who are now in opposition.

Some commentators see a political motive in this. Mr Moureau is a socialist member of the upper house of the Belgian parliament. His party is in government and his brother, Philippe, is the deputy premier.

Sir Harry Livermore, the English solicitor for 14 of the defendants, expressed disquiet last night about this aspect of the defence. "This is clearly a political hot potato and my clients have become the pomes frites", he said.

The trial continues today, though the judge may not rule on legal submissions until Friday.

## £300,000 touch of polish for the new Jaguar



Jaguar chairman Sir John Egan giving last-minute touches to the 200 mph XJ220, unveiled at the Motor Show. Report, page 24.

## Staff protest as GCHQ enforces ban on unions

By Tim Jones, Employment Affairs Correspondent

More than 5,000 Civil Servants staged unofficial protest demonstrations yesterday after the Government made clear it will no longer tolerate union membership at the Government Communications Headquarters (GCHQ).

The walk-outs at London, Cardiff and Glasgow came as the Government confirmed it had dismissed four of the 18 remaining union members at the base at Cheltenham, Gloucestershire.

Mr Gerald Kaufman, Labour's foreign affairs spokesman, said the move was "unacceptable and totalitarian". He said Labour would raise the issue when the Commons reassembles today.

Mr Kaufman said: "What underlines the hypocrisy even more starkly is that Mrs Thatcher is to visit the Polish trade union leader, Lech Walesa, in Gdansk next month while she is clamping

down rigorously on trade unionists at home". Mr Terry Gill, press spokesman at GCHQ, said the remaining union members had received letters from the Government.

"Four are having their appointments terminated

with full redundancy compensation and up to six months' pay in lieu of notice, and one other will be transferred compulsorily", he said.

Six employees, who had originally accepted the new conditions of service but had then re-joined their unions, were facing disciplinary charges for breach of conditions of service. Five were discussing possible transfers, one had accepted a transfer and another would retire.

The 18 have been holding out for nearly five years after the ban on union membership at GCHQ where the vast majority of the workforce accepted a £1,000 payment to give up their membership.

Mr Norman Willis, TUC general secretary, said: "By their action today, the Government has stabbed in the back people who have devoted their working lives to the

Continued on page 24, col 1

## Elders aide urged to quit Scots post

By Kerry Gill and Cliff Feltham

Sir Alex Fletcher, employed as a consultant by the Australian brewer Elders IXL in its £1.6 billion battle to take over Scottish & Newcastle Breweries, yesterday came under pressure to resign his place on the board of the Scottish Development Agency.

Mr Allan Stewart, Conservative MP for Eastwood, said that Sir Alex was "throwing his weight in favour of outside

control of a Scottish-based company." Mr Gordon Wilson, leader of the Scottish National Party, said: "It seems to me to be a straightforward clash of interests."

There was speculation that Mr Malcolm Rifkind, Secretary of State for Scotland, will privately urge the bid to be referred to the Monopolies and Mergers Commission. Details, page 25

£266,000

Portfolio PLUS Accumulator

● Five winners shared yesterday's £4,000 daily prize (see page 3). Today's Accumulator stands at £266,000. Prices: page 31

IN PART 2

## Football men out

Philip Carter, president of the Football League, and David Dein, a management committee member, were voted out of office at a meeting to discuss their involvement in negotiations for television coverage. Page 48

## Borrowing up

The Government borrowed nearly £1 billion last month but is still on target for a £10 billion to £12 billion Budget surplus this year. Page 25

## Enterprise jobs

The first directory of jobs available to students under the Times Enterprise Student Scheme appears today. The list, which will be regularly updated, offers holiday work as a first step on the career ladder. Page 13

## Official list

As the Commons return after the summer recess a full list of the Government will appear in The Times tomorrow.

## INDEX

Home News	2-7
Overseas	9-11
Business	25-32
Sport	44-48
Antiques	43
Archaeology	17
Arts	17
Births, marriages, deaths	22
Chess	27
City Diary	16
Court	32-38
Crime de la Crème	22-24
Crosswords	14
Diary	22
Entertainment	12, 14, 19
Features	22
Information	22
Law Report	44
Leading articles	15
Letters	20, 21, 33
Media & Marketing	16
Obituary	14
On This Day	38-42
Property	18
Saleroom	23
Science Report	24
TV & Radio	23
Weather	24

## Optimistic Bush sees chinks in Iron Curtain

From Christopher Thomas, Fulton, Missouri

Vice-President George Bush declared yesterday that the Iron Curtain was rusting, with shafts of light from the West piercing the gloom of failure and despair in the East.

It was his first major foreign policy address of the presidential campaign, and he delivered it symbolically from Westminster College in Fulton, Missouri, where Winston

Churchill gave his Iron Curtain speech on March 5, 1946.

He spoke, uncharacteristically, in long passages of symbolism, declaring that the young generations of America now had an opportunity to emerge from the shadow of struggle and rivalry with the Soviet Union, "to enjoy the sunlight without fear". He

Continued on page 24, col 1

## Labour seeks a quick poll

By Martin Fletcher and Kerry Gill

Labour was accused of "running scared" yesterday after it called a snap by-election in Glasgow Govan for November 10. The writ will be formally moved in the Commons today, allowing a campaign of just three weeks for what promises to be one of the most bitterly fought by-elections in recent Scottish political history.

The by-election comes after

the appointment of Mr Bruce Millan, the sitting Labour MP, as Britain's second European Commissioner.

Labour's decision to call the by-election in November rather than next spring, as originally expected, means Mr Millan will have to resign at least two months before taking up his new job in January.

Labour has a 19,509 majority but faces a formidable challenge from the Scottish Nationalist Party, which has a high-profile candidate in Mr

Jim Sillars, a former Labour MP. The central issue is certain to be the poll tax and how best to oppose it.

The SNP unequivocally supports non-payment but the Scottish Labour party has split on the issue.

The candidates are Mr Bob Gillespie, Labour; Mr Jim Sillars, SNP; Mr Graeme Hamilton, Conservative; Mr Bernard Ponsoby, Democrats; Mr Douglas Chalmers, Communist; and Mr George Campbell, Green Party.

## Appeal Court rules that deer are not fair game

By Robin Young



Deer are not on the list of fair game in 1,000 acres of Cannock Chase, Staffordshire, the Court of Appeal decided yesterday, and the decision may affect their status on other sporting estates around the country.

Three judges unanimously decided that deer were not included in a 1921 deed reserving rights to "all game" to Lord Hatherton, the then landowner, when he leased the land for 999 years to the Forestry Commission.

In a hotly disputed contest the Inglewood Investment Company, which now owns Lord Hatherton's sporting rights, was trying to extend its commercial sporting activities to the deer, which are now numerous enough on the land to be a valuable asset. The company had

sought a declaration that the Forestry Commission was not entitled to kill deer on the estate and demanded damages for animals which had already been killed in periodic culls.

That was refused by the High Court last November.

Dismissing the company's appeal, Lord Justice Dillon sitting with Lords Justices Butler-Sloss and Staughton said the word "deer" was "conspicuously its absence" in the terms of the deed which reserved sporting rights to Lord Hatherton over "all game, woodcock, snipe and other wild fowl, hares, rabbits and fish".

"Had deer been in the mind of the draughtsman he would have mentioned it", the judge concluded.

Lord Justice Dillon said that in

legislation when deer were meant to be included they were expressly mentioned and when they were not specified they were taken to be excluded.

He rejected the company's argument that deer should be included because they were animals fit for food and usually sported after.

The court upheld Mr Justice Harman's ruling in the High Court that in this particular document the words "all game" were associated with the words that followed - "woodcock, snipe, etc." - and did not include deer.

The company's lawyers said later they would accept the Court of Appeal's ruling. A Forestry Commission lawyer said their victory meant that similar cases in the pipeline against them were now unlikely to succeed.

## A top line conference with a less taxing bottom line.

With low duties and no VAT, it doesn't take long to work out the economic advantages of holding your next conference in Jersey.

For example, a 24-hour conference package, in a Guaranteed Venue Scheme hotel can cost as little as £45.00 per head, inclusive of full board, conference room hire and refreshments.

Economy, however, is not the only consideration. Purpose-built centres and excellent hotels can provide all the facilities you require, which means that together with the expertise of our Conference Bureau, you can plan with confidence a meeting for 2000 - or 20.

Before you plan your next conference, talk to us. It could save you money - and a lot of headaches too.

Send for details, and our new video, to: Conference Director, Jersey Conference Bureau, Weighbridge, St. Helier, Jersey, CI. 0534 78000.

See what Alan Whicker thinks about Jersey.  
A new nine minute video, "Jersey the Conference Connection".

# Jersey

Excellence with economy



Every day  
 members  
 lawfully

K

io's bed

ayers sue o

IF YOU  
 O GE  
 THE  
 EDUC

SECURITY APPOINT  
 APPPOINTMENT  
 MARSHIPS & FULL  
 the range of positions



# Jury decides armed robbers were killed lawfully by police

By David Sapsted

A police marksman, whose family lives in fear of underworld reprisals, lawfully killed two armed robbers during the course of an attempted hold-up at a south London abattoir, an inquest jury decided yesterday.

Amid tight security at Lambeth Magistrates' Court, south London, the nine-member jury returned a unanimous verdict of lawful killing on Nicholas Payne, aged 29, of Erith, south-east London. A similar verdict was returned in a 7-2 majority decision on Michael Flynn, aged 24, of Catford, south London.

Members of the dead men's families, who were in court for the week-long hearing, described the verdicts later as a "fix" and a "farce".

It was disclosed during the hearing that Police Constable Anthony Long, a member of Scotland Yard's PT17 specialist firearms unit, who shot dead both robbers and wounded a third, had received death threats.

He and his wife and children live in a home protected by sophisticated security devices, including a direct alarm link to a police station near by. In remarks embargoed until the end of the inquest, Sir Montague Levine, the coroner, called on the Metropolitan Police to give the officer every possible protection.

PC Long and eight other PT17 members were concealed in a rental van at the CWS meat depot at Plumstead, south-east London, in July last year after a tip-off that an armed raid was planned.

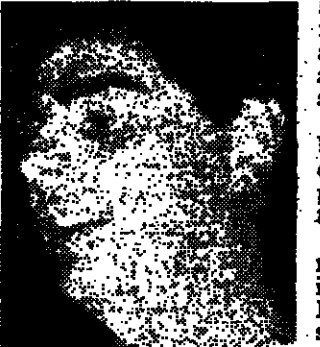
Sir Montague said the police had been told the gang would be "armed to the

teeth", would carry armour-piercing ammunition and would be prepared to take the Securicor van guard as a hostage and "blow his legs off" if the driver did not hand over the £120,000 being carried.

As three members of the gang, armed with two sawn-off shotguns and a Magnum handgun, which turned out to be unloaded, ran from woods and grabbed the Securicor guard, the PT17 unit poured from their van. They and the guard maintained warnings were shouted. However, the third robber, who is serving a 13-year sentence, and the getaway driver, who was jailed for eight years, disputed this.

Sir Montague said PC Long had only a split second in which to make a decision on whether to shoot. It was an "awesome moment" but he said that if the officer "honestly believed that the confrontation endangered his life or that of another person, he acted lawfully" when he opened fire, killing the robbers with two shots each.

The coroner said it was important not to lose sight of



Nicholas Payne unanimous verdict

the fact that the gunmen themselves had precipitated the event. "For the gunman, there are no rules of engagement. His weapons are there to strike terror in his victims. The gunman has no restraints relating to the injury or death of innocent persons."

He said there were only three verdicts open to the jury: unlawful or lawful killing, or an open verdict. The guard held by the robbers believed that PC Long had saved his life. Sir Montague said two other members of PT17 had told the inquest they were preparing to fire in the split second before PC Long did.

Sir Montague said it was up to the jury to decide whether the police had used reasonable force to stop the gang.

The jury took nearly three hours to reach a decision. Mr Michael Payne, brother of Nicholas Payne, said afterwards the majority verdict in the death of Michael Flynn indicated that "at least two of the jury thought there was a case for unlawful killing".

"The coroner was totally biased from the start and showed it by his final comments to the jury which almost forced them to bring in a verdict of lawful killing", he said.

"Flynn was shot twice in the back. We were hoping for an open verdict at least. The police could have stopped them long before the shooting."

PC Long was the first member of the Yard's specialist firearms unit, then called D11, to fire an operational shot when he saved the life of a girl aged four during a siege at a west London flat in December 1985.

## Pike catch puts trout in the shade



John Culley displays the first pike caught during the Llanddaff reservoir experiment (Photograph: Chris Gregory).

A pike weighing 44lb 8oz, six ounces short of the British record, was caught yesterday on a reservoir which has been the exclusive preserve of trout fishermen for more than 20 years.

Specimen pike hunter Mr Carl Garratt, aged 29, from Somerset, landed the pike on the first day of a two-week experiment by the Welsh Water Authority to invite pike anglers to join trout fishermen on the 434-acre Llanddaff reservoir near Pontypool, Gwent.

The water has been a stocked trout-only fishery since 1966 and plans for the project met with opposition from trout

fishing groups who had jealously guarded their fishing rights.

Mr Garratt's catch from a boat, on a 15lb breaking strain line and using a herring as "deadbait", was witnessed by a team from *Angling Times*. It was returned to the water alive as all pike catches must be during the experiment. The result has to be verified by the British Rod Caught Fish Committee.

But Mr Garratt's catch was not the first of the day. Earlier John Culley, aged 17, from Quorn, Leicestershire, hauled a 33lb 6oz, specimen into his boat. It was 44½in long and 24in in girth. Trout fishermen regard the pike as a

scavenger. Llanddaff was stocked with 27,000 trout this year. Estimates suggest that the pike eat up to 25 per cent of them.

John Davies, the recreation officer for the Welsh Water Authority's south-east division, said pike anglers had been allowed in to maximize the potential of the water.

Marine biologists are pleased with the results of a four-year project to restock Cardigan Bay with lobsters. The crustacea, the mainstay of the bay's fishing industry, had been depleted since the early 1970s. The programme's aim is to develop a self-financing hatchery.

## Trio's bed 'rota'

The husband at the centre of the surrogate mother murder trial told the Central Criminal Court yesterday that he established a rota for the enjoyment of sexual relations with the two women in his life.

His wife broke down as he told the court that he was happy to be in a *menage à trois*.

Mr Ian Carpenter, aged 48, said Miss Helen Hodgson, aged 21, had moved into his marital home by arrangement because his wife, Agnes, was unable to have any more children, and Miss Hodgson had agreed "straight away" to have a child whom he would father.

"Agnes was happy with the arrangement at first", he said. "I slept three nights with Helen, and four nights with Agnes on a rota basis."

However, Mrs Carpenter, aged 35, accused of masterminding a plot to kill

Miss Hodgson with the help of four other people, later objected to the rota, he said.

Mrs Carpenter, of Charlton, south London; George McGovern, aged 18, of Plumstead, south-east London; Andrew Watkinson, aged 24, and Cherie McGovern, aged 20, both of Charlton; and Roland Ashton, aged 47, of Woolwich, south-east London, deny murdering Miss Hodgson on November 16 last year.

Mr Carpenter said Miss Hodgson moved in with the couple the day after he met her. Two weeks later, his wife had a birthday and wanted to sleep with him, but he was due to sleep with Miss Hodgson.

"Afterwards there were disagreements", Mr Carpenter told the court. Eventually Mr Carpenter stopped sleeping with his wife and she moved out of their home.

The case continues today.

## Stage men cleared of sex charge

Two entertainers were yesterday cleared of indecent assault after one of them - dressed as Quasimodo - dragged a pregnant woman on to the stage for simulated sexual intercourse.

Mr Ronald Dickson, a Nightmarer Show member, said he would never return to the club.

Mr Dickson of Dargies Lane, Great Warley, Walsall, West Midlands, and Mr Mills, of Ashmore Park, Wolverhampton, denied at Cardiff Crown Court indecently assaulting Mrs Karen Lewis, at Maerdy Hall in Rhondda.

The jury were told that Mr Mills, dressed as Quasimodo, pushed Mrs Lewis, of Griffiths Street, Maerdy, on to a mock wooden gallows and simulated sexual intercourse.

The case continues today.

## THE COMPLETE BEETHOVEN SYMPHONIES

ON 5 COMPACT DISCS FOR ONLY £5 THE SET (plus p&p)\*  
or on 5 chrome cassettes for the same price!

The complete collection of Beethoven's great masterworks for only £5 (plus p&p) as your special introductory offer when you join The Classical Selection Club.

The Classical Selection Club is proud to make this historic offer - all Beethoven's great symphonies in one superb set for the unbelievably low price of £5 (plus p&p)\*. Truly an opportunity not to be missed.

And what a set it is! For these are not obscure performances taken from a backshelf and hastily released - in fact, as CD Review put it, "I can confidently recommend them above all current rivals..."

Recorded during 1982/3 by the Dresden Philharmonic Orchestra conducted by Herbert Kegel, these performances have since come to be highly regarded by music lovers and critics alike. Now, transcribed using state-of-the-art technology on to compact disc and tape, Kegel's interpretations can be appreciated to the fullest extent. His treatments are thoughtful although never fussy, carefully considered but without exaggeration. Yet, even the purist will enjoy the occasional freshness of his approach coupled, of course, with the extremely high standard of orchestral playing.

As for the sound itself, the set is a fine example of the combined virtues of digital recording techniques and compact disc technology. Clarity and presence are outstanding. The dynamics of the full orchestra in the fortissimo sections are stunningly reproduced without any suggestion of technical intervention.

At the same time the unerring sharpness of the sound quality means that none of the works' intricacies are obscured, revealing a new insight into Beethoven's symphonic scoring.

The collection is yours for only £5 (plus p&p)\* when you join The Classical Selection Club - you could pay many times as much for a set of far lesser quality.

Hurry, do take advantage of this remarkable opportunity now.

"This Dresden set of the Beethoven symphonies strikes me as one of the best - if not the best - currently on the market."

— CD Review.

### Send no money now!

Joining The Classical Selection Club couldn't be easier. Just complete the coupon below and send it to us. Your set of Beethoven symphonies will arrive carefully packed and in pristine condition for you to audition for 10 days without obligation.

Collect the greatest music the world has ever known.

When The Classical Selection Club was launched more than ten years ago, no-one could have imagined how successful it would become.

Today, what makes The Classical Selection Club so special?

Firstly, we understand the requirements of classical lovers. Our team of experts specialises in classical repertoire and is uniquely qualified to select the best recordings available from the world's most reputable record companies.

Whether you're filling gaps in an established collection, or simply discovering the joy of listening to classical music for the first time, you'll find unrivalled choice (at keen prices) within the pages of our free club magazine *Variations*, sent to you at regular intervals.

Then there's the sheer convenience of selecting your listening pleasure in the calm comfort of your own home - away from the high pressure atmosphere of the modern record store. It really is the most "civilised" way to acquire a collection of the world's greatest music.

### Our guarantee to you.

The Classical Selection Club gives you the double assurance of first-class quality and service. Should you ever be less than totally satisfied with our goods you can rely on our NO FUSS REFUND OR REPLACEMENT GUARANTEE.

### Why you should join The Classical Selection Club.

#### Your FREE Club Magazine

*Variations* is a fascinating, full-colour music magazine which we'll send you free about every two months. Concertos, symphonies, vocal, instrumental... each section is clearly labelled for easy reference. As a member, all you have to do is agree to buy at least one recording from each issue (minimum length of membership six magazines). But *Variations* doesn't just make choosing easier. It enhances the enjoyment of collecting recordings and builds up into a unique guide to the greatest music the world has ever known.

*Variations* puts expert advice at your fingertips. That's why we're offering you this stylish membership wallet to keep all your copies together in one place. It's your special FREE gift when you join The Classical Selection Club.



#### Top quality products

All our recordings are originals, manufactured and supplied by the world's leading record companies. Unless otherwise specified, all recordings are stereophonic and cassettes are fully encoded, carefully packed to reach you in perfect condition, giving superb reproduction and listening pleasure.

#### Your Airchair - the best seat in the house

Your Hi-Fi system and The Classical Selection Club can transport you to some of the greatest musical events on earth. Arrange your first concert right now by completing the coupon below.

#### 6 reasons why you should join now:

- Our amazing introductory offer - only £5 (plus p&p)\* for the complete Beethoven symphonies on five compact discs or five chrome cassettes.
- Quality - The world's leading artists recorded by the most reputable record companies - ASV, CIS, Chandos, Decca, Deutsche Grammophon, EMI, Philips and RCA to name but some.
- Variety - Over 40 recordings to choose from in each issue of *Variations*.
- Our expertise. Building a collection has never been easier.
- Convenience. Choose what you want in the comfort of your home. No fuss refund or replacement guarantee. Your assurance if you are not completely satisfied.

THE CLASSICAL SELECTION CLUB  
P.O. Box 199, Swindon, SN3 4PX.

To: The Classical Selection Club, P.O. Box 199, Swindon, SN3 4PX.

Yes, please accept my application to enrol as a member of The Classical Selection Club and send me the complete Beethoven symphonies as indicated below. I understand you will invoice me £5 + £1.50 postage and packing, a total of £6.50. If I am not completely satisfied with my recordings, I will return them within ten days, my membership will be cancelled and I will owe nothing. As a member I will receive, about every two months, a FREE edition of *Variations*, the club's magazine, from which I agree to buy at least one recording. I understand that the minimum length of membership is for 6 magazines. If after this time I wish to cancel, I will do so by giving one month's notice in writing. I am over 18 years of age.

TICK FORMAT REQUIRED Compact discs ☐ OR Cassettes ☐

Mr Mrs Ms

Address

Postcode

Membership of this club limited to one per household. Overseas send for details.

PLEASE SEND NO MONEY NOW

TT804

IF YOU WANT TO GET AHEAD, GET THE TIMES EDUCATION

EVERY MONDAY

UNIVERSITY APPOINTMENTS ■ PREP. & PUBLIC SCHOOL APPOINTMENTS ■ EDUCATIONAL COURSES, SCHOLARSHIPS & FELLOWSHIPS

A wide range of positions in Education appears every Monday.



## Chief Medical Officer's report

## Tobacco and drink blamed for 'tragic human waste'

By Thomson Prentice, Science Correspondent

Smoking and drinking are the main causes of preventable deaths in Britain, amounting to a "tragic waste of human resources", a report on the state of the public health says today.

The report, by Sir Donald Acheson, the Government's Chief Medical Officer, shows how the twin hazards take a heavy toll even on those who do not indulge in either habit — from babies affected in the womb and the lung cancer victims who breathe in other people's smoke to the victims of drunken drivers.

Cigarettes shorten the lives of about 100,000 Britons each year through heart disease and lung cancer. Although smoking is slowly declining, it remains "the single most preventable cause of premature death and sickness".

About 40,000 such deaths are due to lung cancer, including several hundred people who die as a result of "passive smoking", inhaling other people's cigarette smoke. Up to 27 per cent of girls aged 15, and 18 per cent of boys of the same age, are smokers, the report says.

Smoking during pregnancy is associated with a 28 per cent increase in perinatal mortality and a reduction in birthweight of between 150g and 250g. "This implies that smoking in pregnancy is one of the most important known unfavour-

able factors affecting the health of the infant in the perinatal period."

On alcohol, Sir Donald says: "We are a nation drinking almost twice as much as 30 years ago and this is reflected in the current burden of alcohol-related illnesses, including cirrhosis of the liver and mental illness."

Excessive drinking accounts for high blood pressure, a leading risk factor in heart disease, in as many as 375,000 people, about 15 per cent of

the total.

Alcohol is often an important factor in young stroke patients, who may be permanently disabled, in injuries caused by assaults, and most of all, in fatal road accidents, the report says.

About 25 per cent of teenage drivers killed in road accidents in 1985 had blood-alcohol levels above the legal limit.

"The lost potential of these young people, killed or permanently disabled, represents a

tragic waste of human resources, which also imposes a heavy burden on the health service", Sir Donald says.

"Alcohol excess is also a major factor in deaths and injuries among pedestrians."

The report, reviewing the state of public health in England last year, emphasizes the need for more action in the prevention of those and other avoidable causes of death.

On *The State Of The Public Health For The Year 1987* (Stationery Office, £11.25).

## Details from the report

Child sexual abuse: "In retrospect, 1987 will almost certainly be seen as the year when this first made a major impact on public consciousness", says the report by Sir Donald Acheson, the Government's Chief Medical Officer.

"Many people had been aware of the danger to children from strangers, but both public and professionals have had difficulty accepting the tragic fact that children can be, and are, abused not infrequently within the family circle."

The recommendations in the report by Lord Justice Butler-Sloss on child abuse in Cleveland, and guidance from the Departments of Health and Social Services should lead to more reliable diagnoses and more effective co-operation in

dealing with this "sensitive problem".

"The best interests of the children and their families must be safeguarded throughout."

Aids: The report says the number of people with Aids is certain to increase. "Aids cases are largely made up of people infected several years ago when the infection first spread to the UK via homosexual and bisexual communities. The evidence of gradual spread to other categories is clear."

Food poisoning: Outbreaks last year were the highest on record, largely due to salmonella infections. About 17,000 such cases were identified, compared with about 5,000 in the 1960s.

Whooping cough: More than 15,000 cases, including five deaths, were recorded, the highest figure for four years. The uptake of whooping-cough vaccine rose by 2 per cent to 67 per cent, still regarded as unacceptably low. Births: There were about 682,000 births, excluding stillbirths, in England and Wales last year, an increase of more than 20,000 on 1986. First births to married women aged 30 or more increased by 8 per cent.

Between 1977 and 1987, the average age of mothers registering legitimate first births increased from 25 years to 26.5 years.

Deaths: The number of deaths recorded in England was 531,150, a decrease of about 2.5 per cent on 1986.

## Flat, 9ft square, very cosy, £55,000

By Emma Wilkins

London's property market is definitely getting smaller. It is not the numbers of houses, or the prices that are in decline, but the ever-decreasing size of properties for sale.

After elegantly proportioned beach huts and spaghetti-thin houses, comes the latest in diminutive domestic residences: a 9ft 4in by 9ft 2in "studio room" in north London at an asking price of £55,000.

Brian Lack and Co, the estate agents, who describe the property in Tuffnell Park as "neat and petite", have never seen anything so small. "It's very cosy", Mr Richard Grove said.

The studio room, which is big enough for only the most select cocktail party (six people have squeezed in), has a kitchenette in one corner and a lavatory and shower tucked away on either side of the "entrance hall". A perilously steep ladder leads up to the overhanging double bed.

Miss Victoria Campbell, who has lived in the flat for 16 months, said: "The best thing is the location. It only takes me 20 minutes to get to work, and you can be in the West End in half an hour."

Miss Campbell, aged 27, a personnel officer, who comes from Newcastle-under-Lyme, Staffordshire, is looking at other areas in which to buy. If she cast her gaze homewards she could pick up a two-bedroom terrace house for about £25,000. One Newcastle estate agent said yesterday: "I am always staggered by London prices, so anything you said to me would come as no surprise."



Tight squeeze: The tiny flat, described as "neat and petite" (Photograph: Peter Trievnor).

## Fire bomb spate hits rural Wales

Welsh nationalist extremists are suspected of planting a spate of fire bombs at estate agents' offices and other properties in western and northern Wales yesterday.

Fire bombs caused damage at the offices of two estate agents in Carmarthen. At Bala in Gwynedd an incendiary device was planted at a sports shop, and a similar device caused damage to another sports shop at Beaumaris in Anglesey.

Harlech Television and the BBC in Wales yesterday received letters from the Welsh extremist organization, Meibion Gyladwy (Sons of Glendower), which has

claimed responsibility for past attacks on English-owned second homes and estate agents' offices. The letters said the organization would now target what it called the "English influx" into Wales.

Det Chief Supt Gwyn Williams, head of North Wales CID, said that deaths were "inevitable" if the fire bombing campaign by Welsh extremists continued.

He said the perpetrators were "confident in their planning because there is no doubt that more than one individual is involved in these fires". Any property in Wales belonging to an English person was now at risk, he added.

## Royal Ordnance sale to dominate Commons

By Sheila Gunn, Political Staff

The government sale of the Royal Ordnance arms factories to British Aerospace is expected to dominate business in the House of Commons today as MPs return from the summer recess.

Today and tomorrow MPs will debate the defence estimates. After question time tomorrow Lord Young of Graffham, Secretary of State for Trade and Industry is expected to disclose Sir Godfrey Le Queux's report into the role of the department in the Barlow Clowes crash.

Most of the heavy legislative programme is already

on the statute book but there are still a few Bills to clear before the Queen's Speech, expected to take place on November 22. The Housing Bill needs to go through its third reading in the Lords before returning to the Commons.

The most contentious proposal still to be solved is the government plan to abolish free eye and teeth checks in the health and medicines Bill.

Shooting peers will try to water down the post-Hungary firearms legislation today. The fourth big Bill to be completed is the copyright, designs and patents Bill.

PARLIAMENT October 18 1988

## Britain leads fight against pollution

The Earl of Caithness, Minister of State for the Environment, denied during question time exchanges in the Lords that the Government was lagging behind in efforts to improve the environment.

He said that Britain would continue to take many major initiatives nationally and internationally. There had been no change of emphasis in the Government's environmental policy.

Lord Ezra (SLD) said that the Government had earned the reputation in Europe of lagging behind. It had been a late convert in acting on acid rain, chlorofluorocarbons and the ozone layer and on vehicle exhaust fumes.

Did the Prime Minister's recent speeches to the Royal Society and the Conservative Party conference mean that

Britain would now take the lead in these matters?

The Earl of Caithness said that Britain would continue to lead in efforts against pollution, particularly trans-boundary pollution.

Lord Brunsford (C) said that the environmental policy was recently stated by the Prime Minister. He represented affirmation and re-emphasis of traditional Conservative policy since Disraeli's government had introduced the Public Health Act in 1875, (cheers)

Lord Mason of Barnsley (Lab) criticised the Government's agreement with the coal industry to expand opencast mining — the worst polluter, causing noise and dirt.

Lord Mackie of Benshie (SLD) said that without Government action, people would continue to pollute.

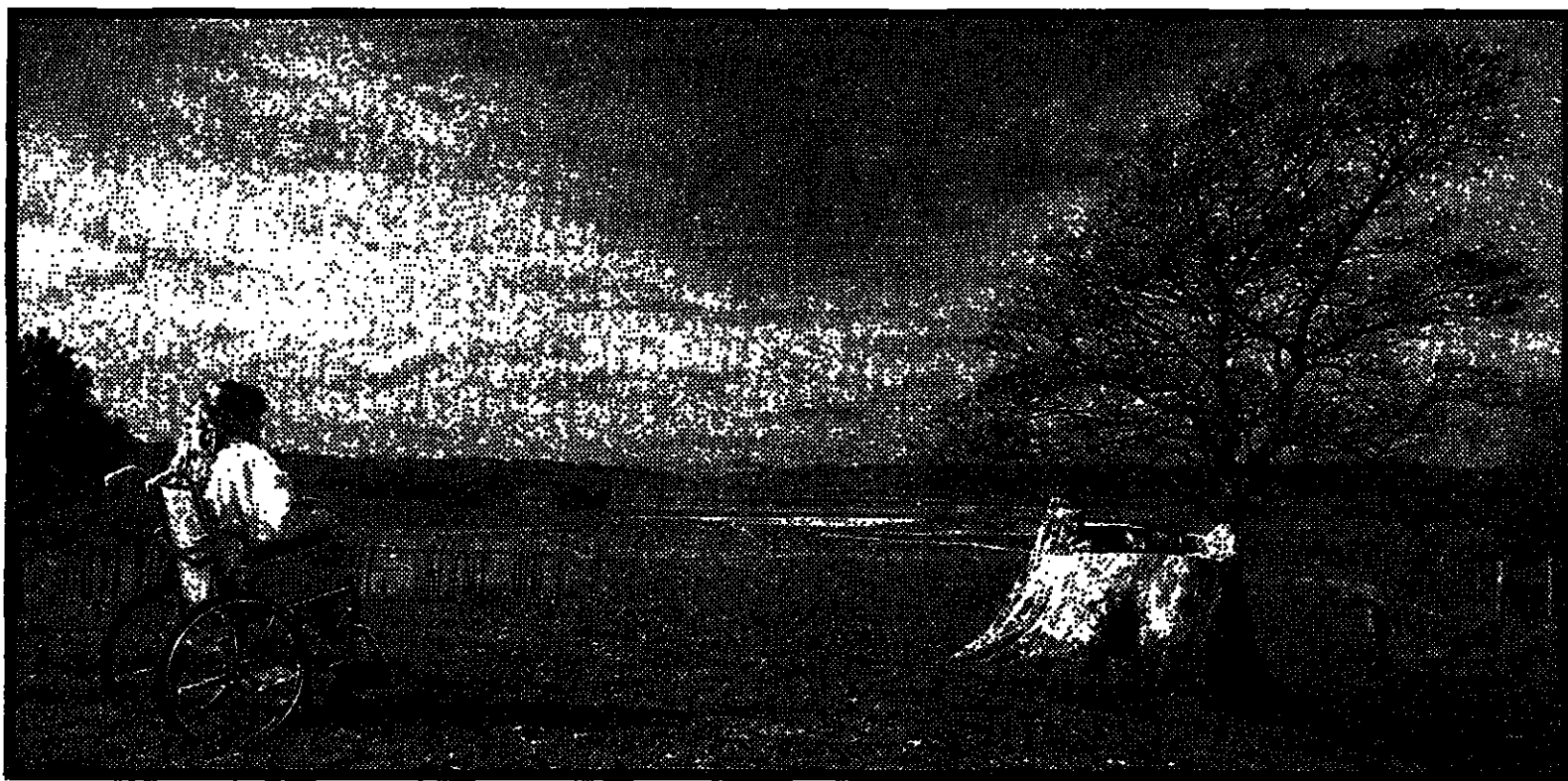
## Scottish school boards to receive more money

The Government is to double the amount of money it had promised for the setting up of school boards in Scotland, Lord Sanderson of Bowden, Minister of State for Scotland, announced in the House of Lords.

Speaking during the committee stage of the School Boards (Scotland) Bill, he said that by establishing school boards, the Bill would give parents a greater say in the running of schools in Scotland, bringing them into line with England and Wales.

The Government had concluded that its first figure for the board of £5 million was too low. After examining calculations made by the Convention of Scottish Local Authorities, it had decided to make a further £5 million available.

Parliament today Commons (2.30): Questions: Foreign and Commonwealth Office: Debate on defence estimates (first day). Lords (2.30): Firearms (Amendment) Bill, report.



Photograph by Leach, McCarty

## "Everyone is capable of reaching their full potential"

Dr. Barnardo's.

The very name conjures up the image of orphan children. Big, grey residential mansions reeking of carbolic, polish and yesterday's cabbage.

Of papier mâché cottage collection boxes and Dickensian images of round-eyed street urchins.

But it's an image that has been over sentimentalised and one we wish to lose.

For it does not reflect the true nature or extent of our work.

Twenty years ago we had over one hundred homes caring for destitute children. Today we have none.

For good reason.

Over the decades, Barnardo's has been quietly meeting the special needs of children, young people and their families.

Changing and adapting to those needs as society has changed.

Seeking solutions to the problems that cannot always easily be solved and the difficulties that cannot always be pigeonholed.

But although we've changed, the essence of what Barnardo's stands for remains true to our founder's pioneering principles.

Barnardo's has always been committed to recognising the dignity of each individual. Seeing the person, not the problem.

Believing that everybody is capable of reaching their full potential, and should be given that opportunity, whatever their situation.

Today, this means finding new ways of working sensitively and effectively with children and young people suffering disadvantage, discrimination, damage and disability.

The solutions to these problems are sought not only by staff, volunteers and local authorities working together, but by involving parents, families and communities too.

This year, through a network of 153 local projects across the UK, Barnardo's will help more than 16,000 young people — more than double the number of five years ago. Every week spending more than £1 million, of which 80p in the pound goes directly to those who need it.

Why then, you might ask, are we wasting precious money on expensive advertising telling you all this?

Well, mainly because our 'orphans' tag does no favours for the people Barnardo's really helps, families often struggling just to remain together.

But also to correct our image with you, the people who support us, without whose generosity many of the young people and families we help would not stand a chance.



**Barnardos**  
Give young people a chance

If you'd like further information or would like to make a donation, write to: Barnardo's, Tanners Lane, Barking, Essex IG6 1QG



50-70 MPH

CITROËN  
BX 19 GTI 16V  
11.2 secs

MERCEDES  
190E 2.3-16  
9.7 secs

BMW  
M3  
8.3 secs

SAAB  
9000 Turbo  
7.6 secs

RENAULT  
21 Turbo  
6.2 secs

## A VERY QUICK GUIDE TO SAFE OVERTAKING.

You'd expect the Renault 21 2 Litre Turbo to be quick and you wouldn't be wrong. Its 0-60 time of 7 seconds and top speed of 139.4 mph show many fast cars a clean pair of wheels.

(The £27,000 Mercedes 190E 2.3-16 to name but one.)

Motor magazine's figures, not ours.

But instead of test track figures, they thought the real test was its overtaking potential.

Again note what their figures indicate. The same Renault 21 2 Litre Turbo, accelerating between 50-70 mph, cruises past the same big name competitors.

(The £20,250 Sierra RS Cosworth to name another.)

Surprised? We're not.

Right from the start we built the Renault 21 with a high performance engine in mind.

We looked at successful BMW and Mercedes models and made a car capable of taking on their best. Fitted anti-lock brakes as standard. And designed a front wheel drive chassis that Motor magazine called 'possibly the best there is'.

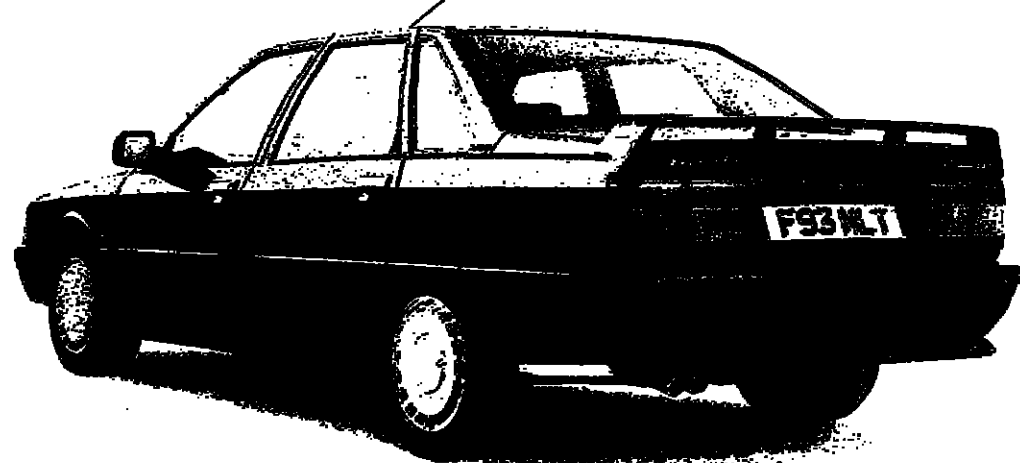
Not bad. However, it also has what car buffs call 'engine management'. (No modern high performance car is complete without it.)

For example, instantly you take off at speed the engine eases the turbo boost to limit the wheelspin. (One reason why it accelerates faster.)

Similar technology means high performance is also available lower down the range. Over 50-70 mph the Renault 21 Ti, for instance, is an incredible 9.3 seconds faster than the Ford Sierra 2.0 injection.

As for features, Motor magazine said 'If you don't like (the standard) leather, you can always have your 21 turbo trimmed in velour...otherwise there's not much else to have.'

We think in the rush for a test drive you'll overtake some very interested BMW, Mercedes, Citroën and Saab owners en route.



THE RENAULT 21 2 LITRE TURBO. THE BEST WAY TO CONVERT MONEY INTO POWER.

Visit your local dealer or telephone 0800 400 415 (24 hours/free) for a brochure. All Renault cars have a twelve month unlimited mileage and six year anti-perforation warranty.



THERE'S MORE  
TO LIFE WITH  
**RENAULT**

RENAULT 21 2 LITRE TURBO £16,900.

Performance figures source: Motor magazine. Leather upholstery standard, velour available at no extra cost. Price (correct at time of going to press) includes 15% VAT, Car tax, sound system and front/rear seat belts. Number plates and delivery extra. RENAULT recommends Shell lubricants.



Much to be learned about the GCSE, say HMI

## Exam is a big success but hitches exist, say inspectors

By David Tytler, Education Editor

Schools, pupils and examiners still have much to learn about the GCSE, according to the first detailed survey of the new examination.

However Her Majesty's Inspectors of Education, the independent watchdog of education in England and Wales, did say the GCSE had been an "outstanding success" but they have not given it the A grade for which Mr Kenneth Baker, Secretary of State for Education and Science, had hoped.

The inspectors said some courses were inadequate, the new examination was not properly serving either the most or least able, there were doubts about general standards and there was concern that it was not providing a proper basis for A levels.

The inspectors, led by Mr Eric Bolton, head of HMI, said urgent action should be taken to improve lessons and tests for the less and more able: reduce the workload on pupils and teachers, improve the planning and organization of course work, improve co-operation between teachers of different subjects, and ensure that lessons for younger children are better geared to the needs of the GCSE. Mr Bolton and his team were reluctant to

judge whether standards had improved, saying only: "The GCSE is of major importance in the drive to improve the quality of secondary education".

Privately, the inspectors say the indications are good, but until now nobody has known what it is that children have been expected to know when they leave school. The GCSE coupled with the national curriculum and assessment tests will provide this information for the first time.

The inspectors' report says: "The overall quality of work has shown a marked improvement... the GCSE has proved to be a successful examination and has led to marked changes in secondary schools".

However, the inspectors say that many parents and employers do not properly understand the examination and still see it in terms of pass and failure rather than a guide to a pupil's ability. There are clearly reservations as to whether the GCSE is capable of accurately assessing children of mixed ability, as it was intended to do.

The report says: "The performance of more able pupils and those of average ability has generally improved

though not all courses have made sufficient demands of the more able. And some teachers still doubt whether the GCSE provides effectively for the least able."

The most frequent criticism has been the inclusion of course work, either that it has been too easy or has required an excessive amount of work giving middle class children an unfair advantage with more books and parental assistance being available.

The first change the inspectors want is that course work is treated more as a normal part of classwork rather than as special work just for the examination. They also want to see closer co-operation between examining boards to provide a more standardized approach to avoid schools

opting for examination boards which they consider offer the softer option. Echoing the complaints of government ministers against the five examining boards, the inspectors say that the errors in administration, of incorrect marking, late notification of results, unclear instructions, and errors in the questions, are unacceptable.

They also say that some syllabuses in the smaller subjects are sub-standard and

should either be rewritten or scrapped. Teachers are also criticized for entering their pupils, particularly in mathematics, for papers which only offered grades A to C which meant some pupils who could have gained a D failed to gain any grade.

The GCSE was introduced among complaints of lack of resources and there are still concerns about suitable accommodation, but the report says: "These worries have largely subsided though there are still marked variations in resources between schools. In some cases books and equipment are still in short supply and few school libraries are adequately stocked or used for course work."

As the first GCSE pupils enter the sixth form, the inspectors are not prepared to endorse the new examination as a proper grounding for A levels, saying: "It is not yet certain whether the GCSE will provide a suitable foundation for more advanced work".

*The Introduction of the General Certificate of Education in Schools, 1986-88* (The Department of Education and Science, Publications Dispatch Centre, Honeypot Lane, Stanmore, Middlesex, HA7 1AZ).

## A-level results strain entente cordiale

By Douglas Broom, Education Reporter

Anglo-French relations could be strained by the inability of British pupils to extend basic hospitality to their counterparts across the Channel, an Oxford University report yesterday suggested.

Examiners at the university said simple phrases, such as "Sit down, have a drink", appeared to pose "great difficulties" for most sixth formers attempting A level French examinations. The annual report of the university's Delegacy of Local Examinations, its GCSE examination board, said A level French candidates showed "a surprising lack of knowledge of elementary vocabulary".

The report castigated pupils taking A level history for "grotesque" errors of spelling and grammar and "weak English". In both subjects, examiners reported that standards of self expression and

The National Association of Schoolmasters/Union of Women Teachers is to spend £10,000 on a two-year study into "teacher burn-out".

There have been mounting calls by teachers for help in coping with stress. The union's annual conference at Easter was told of many cases of teachers breaking down under the strain of work.

The study will be conducted by Professor Cary Cooper, of Manchester University's Institute of Science and Technology.

use of language were falling sharply. Tasks that once presented no difficulty had become almost impossible for many.

In French, they said a "trend towards lower levels of accuracy" in a paper devoted to prose composition, noted four years ago, "seems to have accelerated". They said: "This year's passage con-

tained challenges that most candidates would have been trained to meet a few years ago which now occasion great difficulty". Words such as lip, chin, crowd, tramp and beard "gave difficulty in large numbers of scripts".

The examiners concluded that "communicative competence would be greatly enhanced if better standards were achieved in basic accuracy".

In history, the report shows that while 7.9 per cent got grade A and 20.1 per cent got grade B in 1982, the figures had dropped to 5.6 per cent and 15.6 per cent respectively last year. The report said: "There were still too many candidates who revealed a low level of literacy".

While accepting that "the literary products of the pressurized cauldron of the examination room will not be as finely tuned" as essays produced at home, the report says handwriting was "sometimes deplorable" and in cases "illegible".

## Students pay price of housing shortage



Mr Stuart Cromer, a second-year student, leaving his makeshift home through a hole in the wall (Photograph: Tim Bishop).

By Sam Kiley, Universities Reporter

A corner where Mr Stuart Cromer keeps his high-fi was used until last summer by a number of dipsomaniacs, glue sniffers and punk rockers of no fixed abode as a lavatory.

"When we started disinfecting the walls and pulling up the carpet we found that the plaster had rotted away, so I have hidden the bare slats behind the cabinet", Mr Cromer, a second-year student at the Cambridge College of Art and Technology, said.

He and five friends from the college, faced with weekly rents of up to £50 each for private accommodation, spent the vacation renovating the derelict property on the eastern fringe of Cambridge.

The house has been leased to them at a peppercorn rent by a local charity, which also lent £1,500 towards the cost of renovation. Mr Cromer said: "Students in Cambridge face an acute housing crisis because the maintenance grant simply will not cover the cost of accommodation and books, let alone food and fuel."

"We were looking for somewhere to live that we could afford and the Cambridge Housing Society offered us this option. We felt obliged to take it because not to would have let down students who

will live here in the future."

The team reckons that it spent at least 300 man hours on the project. Most of the plumbing works, the walls have been disinfected, the floors stripped and some of the boards in window frames have been replaced with glass.

Another member of the household, Mr David Porter, said: "It is more or less habitable now, but we look forward to getting a fence

claims that the maintenance grant is inadequate. It is likely to fuel the demands of those in favour of supplementing the grant with a system of student loans. The Government has promised to do just this in a White Paper to be published next month.

The National Union of Students in Cambridgeshire said that a student on a full maintenance grant of £2050, paying £40 per week, would

She said: "No more landlords will come into the market. They will just be able to charge higher rent and less people will be able to afford to come to the university."

Mr Colin Lawrence, chief rent officer for the Cambridgeshire area, whose job is to set "fair rents", agreed. "I do not think we shall see much of a change apart from increased rent this side of the next general election. Most landlords will wait to see who gets elected before making a long-time commitment to putting their property on the market."

"At the end of the day, the new Act will do nothing for those at the bottom of the pile, the unemployed and students", he said.

However, Mrs Sally Tucker, who lets a four-bedroom house to students for £32 a head a week, said: "I think the end of fair rent would mean a lot of houses would come on to the letting market."

The National Union of Students does not accept that loans are inevitable. It submitted a request to the Treasury this week for an increase of 21 per cent, which would take the grant up to £2,492. The union said this would more accurately reflect the cost of accommodation. The introduction of loans would "make for a bad situation", it said.

### ● The maintenance grant simply will not cover the cost of accommodation and books, let alone food and fuel ●

around the garden. We have been attacked by glue-sniffing punks and winos a couple of times."

Two groups of vagrants who are camped in the garden cannot be seen from the house because the kitchen window is boarded up.

However, the residents of 1 Garden Walk think they have a good arrangement. Last week, up to 100 students from the college and the university camped in the town centre in protest at the high cost of housing and the low level of income support from the Government or their parents.

The plight of Cambridge students brings into focus

get a rent rebate from the local council of £4.52. Taking into account allowances for books and essential travel, this left a weekly income of £15.81 for bills, food and entertainment.

Cambridge, like all university towns in the South-east, has been hit hard by the house price boom. Landlords said they could not afford to charge any less for accommodation.

Miss Fiona Caldwell, welfare officer for the Cambridge University student union, said the situation would worsen when the housing Bill, which abolishes council assessed "fair rents" which kept prices officially low, is given Royal Assent next January.

"By all accounts KLM has grown into one of the world's most successful airlines."

"It figures."

How would you go about building one of the finest airlines in the world?

Would you insist that your name should become synonymous with reliability and punctuality? We have.

Would you do your utmost to make your "home" one of the most highly regarded airports in the world? We have. (In fact ours, Schiphol Airport, has been voted Airport of the Year time after time by many business travellers.)

Would you go as far as to develop a worldwide destination network of some 133 cities in 76 countries? We have. (And we haven't stopped there either.) Would you ensure that all your passengers enjoyed

a better standard of in-flight service and comfort? We have. Adds up doesn't it?

The Reliable Airline **KLM** Royal Dutch Airlines

FLY KLM FROM HEATHROW TERMINAL 4 AND ONWARDS FROM SCHIPHOL TO 133 CITIES IN 76 COUNTRIES AROUND THE WORLD. ASK YOUR TRAVEL AGENT OR CALL KLM ON 01-566 9166.

السلامة



# Labour launches an autumn offensive on economic policy

By Martin Fletcher, Political Reporter

Labour launched what it described as an autumn offensive yesterday against the Government's economic policies and its failure to invest a far greater proportion of its revenues in Britain's future.

The campaign, *Neglect Into the Nineties*, will try to show that the Government is not only eroding the quality of life in Britain through deliberate under-investment in essential services, but is also severely damaging the ability of British industry to compete with its European rivals.

Mr Gordon Brown, shadow Chief Financial Secretary to the Treasury, unveiled figures showing that government investment in schools, hospitals, roads, houses and other infrastructure has fallen from £6.6 billion a year under Labour to £2.3 billion a year under the Conservatives. Even taking private initiatives into account, Britain still invested a smaller share of its national income than almost any of its biggest competitors, he said.

The result was a "polluted, congested, run-down country, poorly prepared for the huge challenges of the 1990s".

Mr Brown accused Mr Nigel Lawson, Chancellor of the Exchequer, of putting his "obsession" with tax cuts before the economic interests of the nation, and urged him to use the Budget next March to reverse the process. Tax cuts, he said, had led to high interest rates that would discourage British industry from investing for the future.

He also urged the Chancellor to use next month's autumn statement to restore the balance between investment and consumption. Using revenues for investment would ease interest rates and inflationary pressures.

Mr Brown declined to say what proportion of revenue Labour believed should be spent on investment, beyond saying that it should be a "substantial share".

But he added: "If this country is to be properly prepared for 1992, if we are going to compete in the modern world, and therefore reduce our alarmingly high trade deficit, then we are going to have to have levels of investment in education, in training, in research and development, in science and innovation that

equal those of our competitor countries.

"If the choice is between top-rate tax cuts which the Chancellor prefers and has said will be left intact, or proper levels of investment in our future, then not only does the Labour Party support proper levels of investment but I believe we command the support of the majority of the British people."

Mr Brown said that had Britain been investing in infrastructure and industry at the same rate as West Germany over the past nine years, it would have spent an extra £150 billion. To match Japan, it would have needed another £350 billion.

"A lot of people will find it surprising that it was Britain that had North Sea oil and was under-investing in those years", he said.

Capital spending on health care had been cut by 9 per cent since 1982-83. Pollution research had been cut by 17 per cent in the past three years. Investment in education had been cut by 10 per cent, housing investment by 30 per cent, and rail investment, since 1979, by 24 per cent.

## Beethoven's 'Tenth' has controversial première

By Ruth Gledhill

The controversial "first movement" of Beethoven's lost Tenth Symphony was performed for the first time in London last night, 161 years after the death of the great composer.

The 500-bar, 15-minute piece, played at the Festival Hall by the Royal Liverpool Philharmonic Orchestra, was recreated from fragmentary sketches by Dr Barry Cooper, a researcher and lecturer at Aberdeen University and an expert on Beethoven.

The reconstruction has aroused criticism from some musicians.

Johnny Dankworth, the jazz composer, said that to call the piece Beethoven's Tenth was a "bad idea", and suggested instead that it be titled "Excerpts and Sketches".

Sir Yehudi Menuhin, who conducted Elgar in the second half of the concert, stepped into the controversy when he defended the work as being of "immense interest" and appealed for musicians to perform it with "total respect".

Dr Cooper, aged 39, spent five years piecing together the fragments of Beethoven manuscripts and sketches he identified as the lost work while studying in Berlin.

"It cannot be accepted on a par with the rest of Beethoven's work because it is not pure Beethoven", Dr Cooper said yesterday.

"Even by his standards, Beethoven's contribution is very good, and my contribution is the best I can do."



Walter Weller, the conductor (left) and Dr Barry Cooper, of Aberdeen University, hold the score of the first movement of Beethoven's "Tenth", before last night's première at the Festival Hall in London (Photograph: Ros Drinkwater).

## Doubt on IRA link in King plot case

By Howard Foster

No evidence has been found to link three suspected terrorists accused of plotting to kill Mr Tom King, Secretary of State for Northern Ireland, to the Provisional IRA, Winchester Crown Court was told yesterday.

The admission came from the police as the prosecution ended its evidence on the seventh day of the trial of John McCann, aged 24, of Sandymount, Dublin, Martina Shanahan, aged 22, of Rathfarnham, Dublin, and Finbarr Cullen, aged 27, of Maynooth, Co Kildare.

All have denied conspiring to murder Mr King and other people between May 1 and August 31 last year.

Mr Michael Mansfield, QC, for Mr Cullen, told the court that a few weeks after the arrest of the three in August last year the IRA had issued a statement denying any knowledge of them.

The police also agreed in court that there was no scientific evidence to suggest that the defendants were carrying drugs or had carried explosives.

Mr Mansfield said that £11,000 allegedly used by the accused to pay for their stay in England was largely a projected figure, not a real one.

The prosecution had produced a notebook found

among the defendants' possessions which included entries showing they had spent £200 a week. In all, £4,500 had been found in their tent when they were arrested near Mr King's Wiltshire home.

Mr Mansfield said: "I'm suggesting to you as a very probable explanation that the £11,000 is a projected expenditure not a sum of money already in possession."

Mr Geoffrey Robertson, QC, for Mr Shanahan, said the police had called the case Operation Jannik, a title rhyming with panic, which had been the original name. However, Det Insp Peter Wilson said the title was derived of the names of two police secretaries, Jane and Nick.

The court was told that Miss Shanahan and Mr Cullen had no previous convictions. Mr McCann has pleaded guilty in Dublin in 1983 to possessing a counterfeit note, for which he received the Irish equivalent of a conditional discharge. He also had convictions for being drunk and disorderly and for causing malicious damage.

Mr Cullen lived at home with his parents in Cork, where his father was a consultant psychiatrist, and his mother was a history lecturer, Mr Mansfield said.

The case continues today.

## £20m in drink cans are thrown away yearly

By David Walker

British households throw away 40,000 tonnes of aluminium drink cans worth £20 million each year, according to a group of councillors and charities which yesterday began a campaign for more recycling of waste.

The Local Authorities Recycling Committee and the National Council for Voluntary Organizations issued a joint report saying it was time to change from waste disposal at the cheapest cost to more sophisticated recycling. The filling of old mineral workings and holes in the ground with waste should cease, it said.

It said that last year Britain imported 12,000 tonnes of glass which could have been provided through more active bottle bank schemes. "Also tens of thousands of tonnes of

newspaper and magazines will have to be kept out of our dustbins if we are to meet the demand from newsprint and packaging product mills for larger amounts of waste paper."

The report urged local authorities and voluntary groups to co-operate, for example, with council grants and the provision of lorries.

It gave as an example of good practice Lancashire's 23 household waste disposal centres for recovering waste oil, scrap metal and waste paper. Voluntary groups are paid a rebate by the county council for each tonne of glass and waste paper they bring to special sites.

Sharing Resources (LARAC), 1174, County Hall, London SE1 7PB, £3).

## Woman ordered to pay £750 for fare dodging

A fare dodger had to pay £750 yesterday for running a "systematic" railway fraud for months, paying just 50p when she arrived in central London from her home in the country.

"This was a carefully planned deception", Mr Jeremy Connor, the magistrate, told Sonia Carberry, of Wilsbury Road, Letchworth, Hertfordshire, at Marlborough Street Magistrates' Court in London.

"Other members of the public must pay for people like you", he said.

Fining her £200 with £50 costs and £500 in compensation to British Rail, the magistrate added: "There must be some form of deterrent."

Mr Michael Aspinall, for the prosecution, told the court that Carberry, aged 20, dodged her fare three or four times a week to and from her

Hertfordshire home and central London, where she worked as a £6,500-a-year computer consultant.

She would buy a one-stop Letchworth to Hitchin return ticket in the morning, and pay a 50p excess fare when she arrived at Oxford Circus Underground station.

"It was a systematic deception", Mr Aspinall said. He added that had Carberry bought a season ticket for the period of the fraud, it would have cost her £678.30.

Carberry admitted dodging her £11.80 fare on September 26, and on numerous occasions between May and September.

"I feel terrible", she told the magistrate, who ordered her to pay the penalty at £50 a month after hearing that she told police she was short of cash and in debt at the time.

## DOES YOUR STOCKBROKER GIVE YOU THE ATTENTION YOU DESERVE?

If you feel your stockbroker neglects you in favour of larger clients, then there's one stockbroking service you shouldn't neglect.

Barclayshare is specifically for private investors. Unlike many traditional stockbrokers, we're happy to have you as a client whatever the size of your portfolio. **+++ YOU'RE**

And you're likely to be a lot happier about the service you get for your money. If you opt for our Advisory Service you'll have unlimited access to advice from qualified stockbrokers whenever you need it.

Or, if you prefer, there's an efficient Dealing Service. **BETTER OFF**

With both you get a full portfolio administration service. This sends you the important documentation but spares you the unnecessary paperwork. Share certificates, for instance, are held on our nominee system.

When buying and selling you can either make a phone call direct to our dealing room or go through any branch of **TALKING TO** Barclays Bank. In fact, our system is so advanced you can expect full settlement on the due date.

To find out more ring the Barclayshare Help Desk anytime on (0604) 252666, pick up a leaflet in any Barclays branch or send off the coupon.

It's an opportunity you should seize with both hands. **BARCLAYS**

Please send me details about the Barclayshare service.

Name

Address

Postcode

Tel No. (Home)  (Work)

Send to: Bill Shearer, Barclayshare Limited, Barclayshare Centre, FREEPOST, Watford WD1 8FP or telephone (0604) 252666.

**BARCLAYSHARE**  
A BETTER DEAL IN STOCKBROKING



# Should you follow the Sheppard?

**"...THE GROUP'S STRATEGY IS MORE CLEARLY FOCUSED THAN EVER BEFORE"**

ALLEN SHEPPARD, INTERIM REPORT OF GRAND METROPOLITAN, 11/5/88

"The programme of streamlining our portfolio of businesses was completed with the disposal of Children's World and McGuinness."

GRAND METROPOLITAN'S INTERIM REPORT, 11/5/88

"Grand Metropolitan is selling two Pepsi Cola bottling plants in the US for \$705m."

INDEPENDENT, 23/6/88

"The appointment of Ian Martin signals that we are absolutely not going to sell the business."

ALLEN SHEPPARD, ON THE APPOINTMENT OF MARTIN AS CHAIRMAN OF INTER-CONTINENTAL, 5/6/87

"Grand Met in £1.4bn sale of Inter-Continental chain"

FINANCIAL TIMES, 1/10/88

"We're probably cautious managers... we prefer to slog up the hill the hard way — growing brands, organic growth and so on."

ALLEN SHEPPARD,  
CHAIRMAN AND GROUP CHIEF EXECUTIVE  
(QUOTED BY REUTERS, 25/05/88)

**"GRAND METROPOLITAN OFFERS \$5.23bn FOR US FOOD BUSINESS."**

INDEPENDENT, 5/10/88



THIS ADVERTISEMENT HAS BEEN ISSUED BY KLEINWORT BENSON LIMITED, FINANCIAL ADVISER TO THE PILLSBURY COMPANY AND A MEMBER OF THE SECURITIES ASSOCIATION



# Queen praises Spanish democracy

From Alan Hamilton  
Madrid

A full minute's standing ovation greeted the Queen yesterday when she addressed both Houses of the Spanish Parliament, and exchanged with her hosts thinly-coded messages on Gibraltar.

Speaking to senators and deputies in the Cortes, the Queen said that by dealing with areas of "historic misunderstanding", Britain and Spain could play a role in the future of Europe as significant and honourable as in the days when they were the Continent's two great imperial powers. She paid tribute to the Spanish people for the democracy they had fashioned for themselves in the last decade.

Her host, Señor Felix Pons, the President of the Cortes, had his obligatory Gibraltar reference to hand in his speech of welcome. The Queen's visit, he said, had opened a new period of history, but the past was "still abundantly present in our relationship, as you are all aware".

He conjured up the names of Shakespeare and Cervantes,

Bertrand Russell and the Spanish philosopher, José Ortega y Gasset, to make the point that two such rich and ancient cultures should not fall out over a mere lump of rock.

At her ovation the Queen smiled broadly, and clearly enjoyed the accolade. It was a successful return match for the "Pivas" shouted by poets and MPs for King Juan Carlos when he became the first foreign monarch to address both Houses at Westminster during his 1986 state visit to London.

On the second day of her state visit to Spain, the Queen continued to enjoy a false reception, with blanket and universally favourable press coverage. The Spanish media have greatly welcomed her carefully phrased pronouncements on the desirability of dealing with the Gibraltar issue, and have not delved too deeply into the fine etymological difference between "dealing with" and "solving".

As with Gibraltar, the Queen has been equally diplomatic about the British legions who terrorize the coun-

try's package-holiday fringes. "Every year, some seven to eight million Britons visit your country as tourists," she told the Cortes. "Amongst them, you may have noticed, my own family - though they are fortunate enough in having some very kind relatives they can stay with."

Being able to stay at King Juan Carlos's summer palace on Majorca undoubtedly keeps the Prince and Princess

of Wales out of the wild discos of Magaluf.

Keeping Gibraltar and the larger louts at bay has meant that the state visit is concentrating on past ties and on Spain's return to democracy and the wider community of Europe.

Yesterday morning, the Queen laid a wreath at Madrid's national monument to those who died for Spain, raised originally to com-

memorate the massacre of patriots by Napoleonic invaders on May 2, 1808, but more recently updated on the orders of King Juan Carlos to include those, both Republican and Monarchist, who died in the Civil War.

She then went to Madrid Town Hall where the city's Socialist Mayor, Señor Juan Barranco, presented the Queen with the keys of the city and recalled that they had also been handed to the Duke of Wellington in 1812 for liberating the *Madritenas* from the Napoleonic yoke.

To the Prado next, Madrid's art gallery which in normal times has barely a single English painting on show, to inaugurate a lavish exhibition of Reynolds, Gainsborough, Turner and other outstanding British artists, the finest show of British painting ever seen in Spain. The Queen was much impressed by a whole wall of Turners, but was not allowed to leave without being shown the superb Spanish collection including Goya's *Dos del Mayo*, which commemorates the massacre of the patriots far more effectively than does the

monument she had visited an hour before.

Large crowds had gathered outside the Prado to see the monarch the Spanish confusingly refer to as *Isabel II*, they having had their own queen of that name in the last century.

"The Spanish people have tremendous feeling for the British royal family. I have never seen such a warm welcome," said Señor Domingo Garcia, a nuclear engineer who had given up his morning to join the rubber-necking.

There was no better indication, however, of the warmth of the state visit than the Queen's lunch with Señor Felipe Gonzalez, the Socialist Prime Minister. She was presented with an entirely Basque menu prepared by a restaurant in San Sebastian, of which the main course was hake and mussels, accompanied by a robust Basque red wine.

Usually, the Queen religiously avoids shellfish when abroad for fear of a debilitating and unusual stomach upset. For Spain, she was prepared to break the habit of a lifetime.

## Nobel economics 'first' for France

The Nobel Prize for economics was yesterday awarded for the first time to a Frenchman, Professor Maurice Allais, aged 77 (Rodney Lord, Economics Editor, writes). He was cited by the Royal Swedish Academy "for his pioneering contributions to the theory of markets and efficient utilization of resources".

M Allais is better known in France, where he has influenced a generation of economists, than he is outside. He has been under consideration for the prize for some time. Professor Paul Samuelson, another Nobel laureate, has said that if M Allais had written in English "a generation of economic theory would have taken a different course". One of his students, Gerard Debreu, won the prize in 1983.

The son of a cheese shop owner, M Allais trained as an engineer but turned to economics after visiting the United States in the 1930s and seeing the effects of the Depression. He became a professor at the Ecole Nationale Supérieure des Mines de Paris in 1944 and was later appointed director of research at the French Research Council.

## Beirut vote boycott

West Beirut - Lebanese Christian MPs boycotted the election of a new Speaker of the House yesterday, effectively paralysing the legislature for future political discussion between Christians and Muslims (Juan Carlos Gumucio writes). Lebanon thus remains without a president and with two rival administrations - one Christian, the other Muslim - and no clear authority in Parliament. Mr Khazem Khalil, who at 85 is the oldest deputy among the 76 surviving MPs said: "This is a fatal blow. We are actually dancing on the grave in which we have buried Lebanon."

## War crimes charge

Paris (Reuters) - M Maurice Papon, aged 79, the French budget minister under President Giscard and the longest-serving post-war police chief of Paris, has been indicted for "crimes against humanity" for his alleged role in the deportation of Jews from south-west France during World War II. ● MOSCOW (Reuters) - The Soviet Union urged Bonn to try for war crimes Mr Boleslav Maikovsky, aged 84, a former Latvian police commander sentenced to death in absentia in 1965. He fled to Germany in 1986 after the US refused to block his extradition from New York to Moscow.

## Patchy French strike

Paris - The strike yesterday by the communist-controlled Confédération Générale du Travail met only patchy response, with disruption more to the electricity grid and to postal services than to transport (Susan MacDonald writes). The CGT had been determined to show it still had the power to go it alone. France's other trade unions have combined forces and planned their widespread public sector strikes for tomorrow. The strike action, intended as a protest against wage restraint, is timed to coincide with the start of the parliamentary debate on the 1989 budget.

## Consulate sit-in ends

Johannesburg - Three black anti-apartheid campaigners are to end a protest at the American Consulate in Johannesburg today. Mr Murphy Morobe, Mr Mohammed Valli Moosa and Mr Vusi Khanyile, took refuge five weeks ago after evading guards at a hospital here (Michael Hornsby writes). A statement issued on their behalf by the Congress of South African Trade Unions said they had decided to test a government statement that they would not be detained or victimized. Their decision was approved by Nelson Mandela during talks with his wife at the weekend.

## Disarming riposte

Paris (Reuters) - A young driver who pulled a fake Colt .45 automatic on an older man during a Saturday night traffic argument found himself staring down the barrel of a real .357 magnum revolver held by a top French anti-terrorist investigator who then took him to a police station. Thierry Guenot, aged 22, was fined 3,000 francs (£283) and lost his driving licence for a year yesterday after he admitted threatening examining magistrate M Jean-Louis Bruguère, the Paris daily *Liberation* said.

## Ice-breaker in race against time to save Alaskan whales

One of three stranded California grey whales, right, surfacing to breathe through a hole in the ice, near Barrow, Alaska. The battered and exhausted whales have been trapped by the ice for more than a week and urgent efforts to tow a huge ice-breaking hovercraft 200 miles along the north Alaskan coast may not be in time to rescue them (Michael Bryon writes from Washington).

A team of rescuers, including oilmen, environmentalists, Eskimos and the US National Guard have used chain saws and picks to keep open a hole in the ice large enough to allow the trapped whales to surface to breathe.

Rescuers are hoping that the 180-ton hovercraft, towed by helicopter from Prudhoe Point to Point Barrow, Alaska's most northerly point, will be able to smash a seven-mile path to open sea, allowing the whales to escape. The huge effort is one of the most expensive wildlife rescues ever undertaken.

The whales, a 40ft adult, a young adult and a two-year-old, were trapped by the winter freeze on their way south to California, and have worn themselves to the bone frantically trying to crack through the ice and surface for air. They have become distressed and lethargic, and were unable to see the breathing hole during the night.

Mr Ron Morris, with the



National Marine Fisheries Service, said he went onto the Alaskan ice on Monday to study the whales, and noticed that one had symptoms of pneumonia.

"Their condition has worsened since they were first spotted," Mr Morris said. "One has a little pneumonia but the others are all right."

We're being cautiously optimistic," he added.

The whales ordinarily can stay underwater nearly four minutes without air, said Mr Geoff Carroll, a biologist. He said they have been surfacing about every two minutes, indicating they were becoming tired and under stress.

● LONG ISLAND: An em-

ciated five-ton whale was stuck in a shallow bay off New York's Long Island yesterday (AP reports). Conservationists hoped to tow it into the Atlantic Ocean.

● THE HAGUE: Nothing less than an 85 per cent cut in the production of chlorofluorocarbons is sufficient to curb the current depletion of

the world's ozone layer, Doctor Mostafa Tolba, the Executive Director of the United Nations Environment programme, said yesterday (Mark Fuller writes).

He argued for a total ban by the end of the century. Dr Tolba was speaking at the end of a two-day scientific review of the depletion of the ozone

layer, organized in The Hague by the UN Environment programme.

● ABIDJAN: Some 500 scientists, researchers, and environmental specialists will meet here tomorrow for an international symposium on environmental tele-detection, a statement released in Abidjan said (AFP reports).

## The ethnic crisis in Yugoslavia

## Serbia faces political isolation

From Richard Bassett, Belgrade

Clashes between Serbian politicians and other Yugoslav leaders continued yesterday on the second and last day of the extraordinary meeting of the Communist Party Central Committee called in an attempt to find a solution to the country's crisis.

Mr Milovan Popovic, a Serbian member of the 165-strong committee, was called to order for accusing Mr Stipe Suvor, the federal party chief, and other committee members of "fiddling while Yugoslavia burns".

He alleged that Mr Suvor had concealed the truth in his dealings with the leadership of the troubled province of Kosovo. According to Mr Popovic, Mr Suvor was "ready to tell the truth only when he needed to".

What most angered Mr Popovic, who is a close aide of

Mr Slobodan Milosevic, the charismatic Serbian leader, was Mr Suvor's accusation that the Serbian leadership was "anti-Titoist".

"This is pure manoeuvre and no defence of Tito," Mr Popovic said.

But the reaction of those around him to these words vividly illustrated how isolated the Serbian leaders have become in recent days.

Prolonged applause greeted the calling to order of Mr Popovic for using unsuitable language in his comments about Mr Suvor.

It seems that the hopes of Mr Milosevic's opponents that he will become a victim of his own nationalist policy are being realized.

Anti-Serbian notes were being struck in almost every speech. Mr Suvor is no longer alone in making pointed ref-

erences to Mr Milosevic's methods - his tactics of demagoguery and his ability to discredit people without evidence at mass Serbian nationalist rallies.

With the exception of the Serbs, it was apparent yesterday that the Central Committee realized that the use of such methods posed a threat to all republics in the federation.

But ironically, at the same time that all this was happening, it was clear that the Central Committee had little power to depose any republican leader.

The members were expected to vote later in the day on the composition of the party Praesidium, but the changes which the present mood of the Serbian Communist Party seeks are beyond them. Irrespective of any

changes made in the Praesidium, it is unlikely that Serbian demands will be satisfied.

Not surprisingly, speculation has turned to what Mr Milosevic's next move will be. He and other hardline Serbs are determined to expel the entire Kosovo leadership, including the Albanian chief, Mr Azem Vllasi, whom they despise.

Already preparations are under way for a rally in Belgrade later this week, which is expected to be attended by nearly half a million people. This will increase the pressure on the country's federal leadership to accept that Serbia must have its way over Kosovo.

Yesterday, however, those who spoke at the Central Committee meeting counselled moderation.

## Dukakis tunes into Kalamazoo

From Charles Bremner, Kalamazoo

Mr Michael Dukakis, the underdog, dropped from a rainy sky yesterday to woo the people of Kalamazoo, a town long famed for the idea of not being taken seriously. After all, how many municipal fathers decree such a town motto as "Yes, there really is a Kalamazoo".

Apparently flattered to see the Dukakis caravan descend in their midst, the Kalamazoo Council even distributed free kazoots (like combs with tissue paper) through which the Dukakis people and press managed to hum "Happy Days are here again", the new theme song of the campaign. No one seemed to be able to manage the Glen Miller tune that immortalized the little Midwestern town whose name comes from the local Indian language and means "Where the water boils".

"Kalamazoo is more than a nice place to come with the family," the local tourist brochures explain.

Mr Dukakis was trying one of his riskier lines - "The Republicans want to put you to sleep".

In less partisan crowds, the hecklers can be counted on for a reflection on the Governor's own soporific skills. But not in Kalamazoo, where the Democratic throng greeted the Duke with the kind of raucous enthusiasm he has not seen outside Boston for weeks.

Even the *Kalamazoo Gazette* used much of its front page explaining how to get a chance to see the Massachusetts Governor. Usually the crowds are more interested in a glimpse of Sam Donaldson, the star TV reporter who travels with the campaign.

"The difference between myself and George Bush is this," said the Governor. A woman in the crowd shrieked: "You're real and he's not", putting her finger on the source of all the Democrats' anguish. By being himself, the Governor is stirring little of the affection that America likes to feel for its television age leaders.

The Governor's people were particularly upset by *Time*



magazine's quiz this week about Mr Dukakis playing the earnest Roger Rabbit to Mr Bush's *Kambo*.

The Kalamazoo stop was first in a day trying to keep Michigan, one of the key old industrial states, in the Democratic camp. Polls show opinion narrowly favouring Mr Bush.

"What about Mr Bush? He's got flags and balloons. But no convictions no ideas and no plans. Two days ago, he announced that he didn't want to talk any more about what he would do if he is elected President. Maybe it's because he hasn't got the vaguest idea how to end the trade deficit, how to rebuild our heartland and how to revive Main Street."

Convincing the old Rust Belt states that he can save jobs and curb inflation has become a main goal in the last ditch Dukakis campaign.

## DIAMOND SERVICE

## HEATHROW TO AMSTERDAM. FIRST IN. LAST OUT. MOST IN BETWEEN.

British Midland now has 16 flights every working day between Heathrow and Amsterdam, including the first one in and the last one out. Which is more than British Airways. And more than KLM.

And every BM flight to and from Amsterdam is Diamond Service. Which means everyone gets the full Business Class treatment.

Add to this an unrivalled reputation for punctuality, and you will begin to see why BM has so frequently, and again this year, been voted Best Domestic Airline.

HEATHROW-AMSTERDAM-AMSTERDAM-HEATHROW			
07.00	09.00	07.25	07.25
08.15	10.20	09.30	09.35
10.15	12.20	11.30	11.35
12.15	14.20	13.30	13.35
14.15	16.20	15.30	15.30
16.15	18.15	17.30	17.35
18.15	20.15	19.30	19.35
20.15	22.15	21.00	21.00



## BRITISH MIDLAND



# Stalemate with Iran forces Britain towards hard choices

By Andrew McEwan  
Diplomatic Correspondent

The advantage of separation rather than divorce in diplomatic relations, a senior British official said earlier this month, was that it was easier to change your mind.

At the time it looked as if Britain's decision to avoid a complete break with Iran had paid off. Making up, 16 months after their row over mistreatment of each other's diplomats, had proved relatively painless.

Or so it seemed when Sir Geoffrey Howe, the Foreign Secretary, announced in New York that he and his Iranian counterpart, Dr Ali Akbar Velayati, had agreed on a resumption of full relations. But almost three weeks later the two sides are as far apart as ever.

Three days of talks in Geneva between senior British and Iranian officials, followed by two meetings in London, have been unsuccessful.

"We are no further forward," one official admitted after the latest meeting at the Foreign Office on Monday. Although neither side has yet said as much, the reconciliation appears to have failed.

Whitehall sources now say that the stalemate cannot be allowed to continue much longer. If full relations cannot be restored, the Government will have to consider some other move. Four options are likely to be considered:

- To do nothing. This is unlikely because it would be an admission of defeat, leaving Iran at an advantage.
- To tell Iran that Britain has

decided to take up the single diplomatic post in Tehran to which it is entitled. Under the agreement in June 1987 to freeze relations, each can have one diplomat in the other's capital. Iran has kept a chargé d'affaires in London continuously, but the British withdrew from Tehran because of security worries, which have now eased considerably.

## Tehran concession to Iraqis

In another breakthrough in the Gulf peace talks, Iran agreed to Iraq's demand yesterday to discuss dredging the disputed Shatt al-Arab waterway before a peace treaty formally ended the war.

Tehran radio added that the dredging would have to be carried

out according to the provisions of the 1975 Treaty of Algiers, which gave both countries navigational rights in the waterway. Iraq renounced the treaty four days before invading Iran in 1980. It wants possession of the waterway, its only outlet to the Gulf.

● To demand that the status of Britain's diplomatic buildings in the Iranian capital should be restored. The British Embassy was downgraded at Britain's behest after the Iranian Revolution to reduce the risk of attacks, becoming the British Interests Section of the Swedish Embassy. Iran's consent would be needed for it to become an embassy again.

● If Iran refused to allow this change, Britain might level the score by lowering the status of the Iranian Embassy in London, making it an Iranian Interests Section of some other embassy. But that would be a drastic step, taking the two countries closer to a break.

Not everyone is pessimistic about the outcome. Mr Hans Heino Kopiez, a Middle East expert at the International Institute for Strategic Studies, said: "Both sides want full relations and they will eventually achieve it, even if it takes six months."

There have been two hopeful signs. The meeting on Monday was held at the Iranians' request, showing that they had not given up. Secondly, *The New York Times* yesterday quoted diplomatic sources in Dubai as saying that

Revolutionary Guards had withdrawn from the occupied US Embassy in Tehran and that the complex was being refurbished.

Whitehall sources said that if this was confirmed it would be a welcome sign. It would amount to an Iranian olive branch towards Washington, and would show that moderates in Tehran were holding their own against hardliners who object to recent efforts to mend fences with the West. Hojatoleslam Ali Akbar Hashemi Rafsanjani, the Iranian Speaker and acting head of the armed forces, is thought to be the main political force behind the overtures.

However much both may want it, the shape of an Anglo-Iranian compromise remains elusive, mainly because Tehran has set too high a price for Britain.

## Record prize for Scottish migrants

Sydney — A Scottish couple who emigrated to Australia because they heard it was the lucky country won £1 million in the lottery (Christopher Morris writes).

For a stake of just £1.60 Mr Ian Trantor, aged 50, who is a salesman, and his wife Anni, a library assistant, became the biggest-ever single winners in Australia's Lotto.

The couple and their four children emigrated from Edinburgh seven years ago.

## Run for funds

Tokyo (AP) — Mr Ian MacDonald, aged 36, of Lincolnshire, completed a 3,665-mile run around Japan to raise funds for cancer research. The run took 214 days and raised more than £60,000.

## Defector's call

Bonn (Reuters) — An East German diplomat who defected to West Germany after being based in Nigeria, asked for the diplomatic bag he was carrying to be sent to East German authorities to ensure his family was not victimized.

## Trial delayed

Moscow (Reuters) — The trial of Mr Yuri Churbanov, son-in-law of the former Soviet leader Leonid Brezhnev, who is accused of corruption and abuse of power, has been adjourned until November 10 because his lawyer is ill.

## China firm

Peking (AFP) — China dismissed as groundless rumours at the UN in New York that it was considering offering political asylum to Pol Pot, the Khmer Rouge leader blamed for the genocide in Cambodia during the 1970s.

## Miners die

Johannesburg (Reuters) — Five miners died in an accident at the Rustenburg Platinum mine, bringing to 15 the toll of mining deaths in South Africa since Thursday.

## Briton dies

Athens — A Briton, Mrs Margaret Waugh, aged 24, on her honeymoon on Rhodes, died after a car hit the couple's hired motorbike.

## Tamil attack

Colombo — Six civilians have been killed in Anapara in eastern Sri Lanka by suspected Tamil Tiger guerrillas.

## Maid killed

Johannesburg (AP) — A black maid was decapitated by a spinning rotor blade when she was dismembered from her employer's helicopter at their game farm.

## Spies jailed

Goteborg (AP) — Two Hungarians convicted of spying in this Swedish town were jailed for 18 months.

## Green light

The Foreign Office withdrew its advice, issued during riots, not to go to Algeria.

## Ban on Rabbi Kahane and fears over population balance dominate election campaign

## Israeli court rules against 'racist' party

From Ian Murray, Jerusalem

The Kach party, which campaigns for the expulsion of all Arabs west of the Jordan river, will not be able to run in the Israeli elections because, the Supreme Court ruled here yesterday, it is racist.

At the same time the court allowed the Progressive List for Peace, which wants to hand back the occupied territories to Arab rule, to put up candidates.

Rabbi Meir Kahane, the Kach founder, leader and sole member in the outgoing Knesset, promised afterwards that he would be back to fight again.

As his supporters outside the court danced and sang he accused the court of ruling that Judaism was racist. He said later that the judges had disqualified a party which stood for Israel but had allowed a party to stand which wanted to break up the country.

The decision, Rabbi Kahane said, meant that his supporters had no one to vote for and he advised them to boycott the election. It seems likely, however, that many will now support the right-wing or religious parties which, unlike Kach, would be acceptable coalition partners of Likud in a future government.

Some polls had suggested that Kach might win nine or 10 seats, so if the bulk of its supporters now vote for the right it will make the election all the more difficult for the

Labour Party. In its 27-page ruling the court said that Kach was not only racist but that it harmed democracy because it called for the violent negation of the rights of part of the population. The party's nationalist and ethnic platform was said to widen the gap in Israeli society.

The rabbi said at his news conference later that "if anyone thinks Zionism and Western democracy are compatible, he is either a fool or a knave".

The court ruling came as a report drawn up by an Israeli lawyer for the West Bank Data Base Project showed "a horrifying increase in the number of civil rights infringements as a result of measures taken by Israeli authorities in their attempt to quell the civilian uprising".

The lawyer, Miss Carmel Shalev, drew attention to the high casualty figures and claimed that new measures of collective punishment, bureaucratic harassment and stringent amendments to the law of detention were all being used.

While the report said official policy guidelines were meant to limit abuses, it concluded that there was a serious discrepancy between orders and practice in the field so that "excesses have become an actual norm".

The Data Base Project simultaneously published an atlas of the occupied territories showing the dev-



Rabbi Meir Kahane, leader of the Kach party, in jubilant mood outside the Supreme Court in Jerusalem yesterday, despite its decision to ban the party from next month's elections.

elopment of the infrastructure in the areas under Israeli military rule and concluding that this had lagged seriously.

Mr Meron Benvenisti, the Project's director and a former deputy mayor of Jerusalem, said: "Here you will find the hidden reasons for the *intifada* (uprising)."

In further violence in the West Bank yesterday, security sources and Palestinians said that Israeli troops had shot

dead a five-year-old Arab boy in Nablus. He was the youngest victim of the 10-month-old violence.

Hospital officials said that troops had also killed a 14-year-old boy. The Israeli Army said it killed one Palestinian and wounded five people, among them an American news photographer, Mr Neil Cassidy.

● BONN: Agreement has been reached with the East

German on compensation payments to Jewish victims of the Nazis. Mr Edgar Bronfman, president of the Jewish World Congress, said in East Berlin yesterday (John England writes).

They will be the first of their kind by the East German Government. Herr Erich Hecker, the East German leader, was reported last July to have agreed to a total of \$100 million (£57 million).

## Poll rivals dispute effects of high birthrate by Arabs

From Our Own Correspondent, Jerusalem

Babies and children under eight years of age are being seen by politicians fighting the general election on November 1 as the biggest threat to the survival of Israel.

West of the River Jordan, there are 630,000 of them of Arab parentage, compared with only 590,000 in this age group who are Jews.

This means, say the pessimists, who tend to be Labour supporters, that Jews will be outnumbered by Arabs in the area early in the next century, and the only hope for the future is to free them from Israeli rule by ending the occupation of most of the territories.

While the Arab birthrate nearly double the Jewish average of around 2.5 children for every woman of child-bearing age, the pessimists would seem to have an incontrovertible case.

But this is an election, and the Likud Party, which does not intend to end the occupation, is also playing the numbers game in a way which shows that Labour's projections are wrong. Likud begins by showing that the proportion of Jews to Arabs west of the Jordan has scarcely changed in the 21 years since Israel occupied the territories during the Six Day War.

At that time the Jews made up 63 per cent of the population and the Arabs 37 per cent. Today, the Jews are 62 per cent of the population and the Arabs, despite their far higher birthrate, are only 38 per cent.

The Likud's arithmetic is being worked out by Mr Binyamin Netanyahu, Israel's former Ambassador to the United Nations.

He argues that policy can directly alter the four variables which cause the population figures to change — birth, death, immigration and emigration — and that this is precisely what Likud will be able to exploit.

Likud argues that liberalizing the economy and changing from blue-collar to high-tech industries will attract more

Jews and stop the high number of drop-outs among those being granted exit visas by the Soviet Union.

As the economy and lifestyle improves, the number of Israelis leaving the country for good will drop.

As far as the Arabs are concerned, there will be fewer and fewer jobs suitable for them to do in this advanced industrial state. Since there is no work for them to do, they will increasingly leave to find work elsewhere.

Mr Ariel Sharon, the Likud Trade and Industry Minister, put an added gloss to this argument. He believes that if the Arabs are given a better education, they will be more anxious to go abroad because they will be unable to find work in the area commensurate with their training.

Labour tends to regard these arguments as being from cloud-cuckoo land. It relies heavily on evidence compiled by a group of academics, the Committee on the Demographic Problem, which was formed to try to convince the public that the demographic threat is real.

One of their statisticians is Professor Aaron Sofer, of Haifa University. He agrees that Likud is right in saying the proportions of Jews and Arabs have scarcely changed in 21 years, but breaks the figures down more closely.

These show that in the decade after the Six Day War, 200,000 Jews immigrated and 60,000 emigrated — a net gain of 140,000 a year. In the second decade about 94,000 came and some 91,000 left — a net gain of more than 300 a year.

On the Arab side, there was a relatively high emigration of about 14,000 a year until 1981, but since then this has slowed to a trickle of about 3,500 a year. In short, more Jews are now leaving and more Arabs are staying. For him, there is no doubt at all that the Jews will inevitably be outnumbered and that the only sensible way out is to hand the land over to Arab rule.

## IF YOU'RE A STUDENT, THIS TERM GET THE COMPLETE GUIDE TO HUMANITIES

**Paisley ejected from**

**...FOR ONLY 15p.**

**THE TIMES PRESSPASS**

**STUDENT DISCOUNT PLAN**

Whatever you're reading at university, college or school this term, the one thing you should be studying is *The Times*. With PRESSPASS, if you're a full time student, the good news is you can now get *The Times* at half price. So you'll enjoy the most comprehensive guide to all areas of student interest and save 90p a week. That's nearly £50 a year. To register for PRESSPASS, simply fill in and send off the coupon below. We'll send you a book of vouchers and a stylish wallet to keep them in plus other bonuses. Get PRESSPASS and you'll get the complete students guide to knowledge.

SEND TO: THE TIMES PRESSPASS, FREEPOST, BIRMINGHAM B33 8BR

I am a student in full time/part time education and wish to participate in THE TIMES PRESSPASS STUDENT DISCOUNT PLAN. Please send me my personal Voucher Book which I agree not to transfer and to use exclusively for the purchase of *The Times*.

SIGNATURE ..... DATE .....

Surname (Mr/Mrs/Miss) ..... Forenames .....

(BLOCK CAPITALS)

Term Time Address ..... Postcode .....

Place of Study ..... Course of Study ..... Year of Study .....

Home Address ..... Postcode .....

Age ..... Phone contact .....

Simply cut out this coupon and send to: The Times Presspass, FREEPOST, Birmingham B33 8BR.

**THE TIMES**

## The Zimbabwe bombings

### Trial papers show security chiefs hostile to the ANC

From Jan Rasch, Harare

A sheaf of documents submitted as evidence in the High Court here provides startling evidence not only of South African penetration of Zimbabwe, but also of hostile relations between Zimbabwe security services and African National Congress guerrillas.

A white Zimbabwean, until late 1986 a senior officer of the Zimbabwe intelligence service, speaks in his statement of anti-government "bandits" liaising with "ANC militants" in the western province of Matabeleland, and of ANC guerrillas "captured" by Zimbabwean security forces.

Mr Kevin Woods, aged 35, facing charges of murdering the innocent driver of a hooby-trapped vehicle in what appears to have been an attempt to blow up an ANC residence in Bulawayo, also makes it clear that Zimbabwe has known of occasions when ANC houses — supposedly for South African "refugees" — were used as transit stations for guerrillas infiltrating South Africa on military operations.

Mr Woods, with Mr Michael Smith, aged 34, a former engineer of the Rhodesian Light Infantry, and Mr Phillip Conjwayo, aged 52, a former Rhodesian Special Branch officer, have pleaded not guilty to involvement in the car bomb that on January 11 all but flattened an ANC house, killing the driver of the car, and injuring 11 people, six of them seriously.

In addition to the Bulawayo bombing charges, Mr Woods, Mr Smith and a former Rhodesian Light Infantry colleague, Mr Barry Bauden, will also be tried next month for the May 1986 bombing of the ANC's main offices in Harare.

The authorities announced yesterday that Mr Bauden's cousin, Mr Guy Bauden, four other unnamed whites and a black former Special Branch officer will be indicted within the next three weeks for a third bombing attack, this time in

October last year on the house of an ANC sympathizer in the Avondale suburb of the Zimbabwean capital.

Of the statements admitted yesterday, it is that of the heavily bearded Mr Woods which makes the most interesting reading.

Recruited in 1983 by a former Rhodesian intelligence officer then working for South African intelligence, Mr Woods says he used to pass information to his "runner" in South Africa on the war in Matabeleland and on the ANC's military wing.

He was able to do so, he says, "as ANC militants were known to liaise with them (Zimbabwean guerrillas) when passing through to South Africa or when returning from missions".

Harare regularly denies any knowledge of ANC military activities mounted from its borders against South Africa. In 1980 shortly after independence, Mr Robert Mugabe, the President, made a commitment to limit Zimbabwe's support to diplomatic assistance.

Mr Woods's evidence suggests that ANC guerrillas — with or without the knowledge of the organization's hierarchy — ignore this arrangement, and that Zimbabwe security forces try to stop their infiltration.

It is also clear from what Mr Woods says that Zimbabwe has been almost powerless to stop South African infiltration.

Two weeks before the car bomb operation, a South African aircraft dropped an agent — named by Mr Woods as Henry Thompson — along with "equipment" by parachute to organize the bombing.

"Thompson" was "uplifted" by South African helicopter from the Zimbabwean side of the southern border area three days before the explosion.

**BACK SUFFERERS!**  
The relief you've been waiting for

**AS SEEN ON T.V.**

**WRONG**  
Sleeping on a hard bed can aggravate back pain.

**RIGHT**  
The OBAS bed gives correct support for each partner, helping to bring them into alignment and relief from pain.

**Years of experience**  
tell us that standard beds may not be right for every human body. If they provide excellent support for someone of heavy build they're most unlikely to suit anyone lighter. And vice versa. Either way, at least one partner may well experience aches and pains.

**We are the experts**  
All our beds are made by craftsmen and are in appearance just like top quality 'standard' beds — but only in appearance. And we do not charge the earth — in fact no more than a good quality single or double 'standard' bed. Because our beds come straight from our factory we are able to cut out the middleman's profit and keep our prices down.

If you have a back problem, if your partner is heavier than you or if you suffer from back pain — contact OBAS now.

To find out more with no obligation, post today (no stamp required) to OBAS, Dept TBS, FREEPOST, OBAS House, London E3 4JF.

**What's the answer?**  
A bed from the Orthopaedic Bedding Advisory Service. A double bed with two entirely different types of springing to suit the needs of each partner exactly; to ease them gently into the right positions to keep the spine relaxed and flexible; to help lift the pressure off bones, muscles, tendons, nerve endings and joints.

**Who are OBAS?**  
We are the Orthopaedic Bedding Advisory Service. Our surgical orthopaedic technician and our professionally qualified consultants have been responsible for the design of thousands of OBAS (single and double) beds to specifications dictated by weight, shape and medical history of each of our customers, including doctors' diagnosis, where known.

**OBAS**  
Name (Mr, Mrs, Ms) .....  
(BLOCK CAPITALS)  
Address .....

OBAS Dept TBS FREEPOST, OBAS House, London E3 4JF



'The nuclear threshold is likely to remain uncomfortably low'

## Nato armies lagging behind East bloc

By Michael Evans  
Defence Correspondent

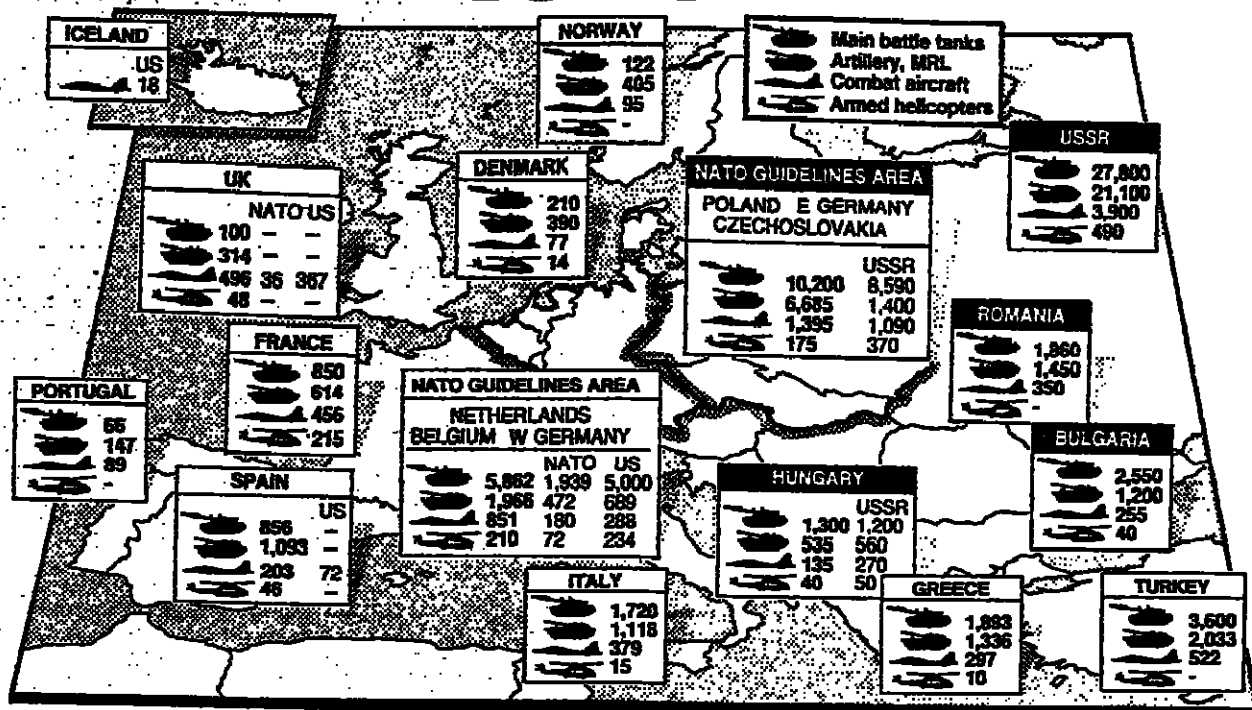
The Warsaw Pact may have moved even further ahead of Nato in its build-up of conventional military hardware in the last 12 months, despite a continuing modernization programme by the Western alliance, according to the International Institute for Strategic Studies in its annual report, *The Military Balance*.

Although there were promising developments in East-West relations over the last year, the report emphasized there was still no fundamental change in the Nato-Warsaw Pact military posture, with asymmetries in equipment and troop strengths on both sides 'remaining intact'.

Despite claims by the Soviet Union, under the new-style leadership of Mr Mikhail Gorbachov, that it had now adopted a 'defensive defence' military strategy, there was no sign of it on the ground.

The institute said that, to Western eyes, the excessive Soviet conventional forces in the Atlantic to Urals area, particularly in Europe's front line, were 'deployed in a fashion which favours high-speed, short-warning, offensive (or counter-offensive) operations'.

M. Francois Heisbourg, director of the London-based institute, pointed out yesterday that the Soviet Union



had not cut its military conscription figure since Mr Gorbachov had come to power.

The institute decided for the second year running not to offer an overall judgement on the state of the Nato-Warsaw Pact conventional balance because it was difficult to make proper comparisons of combat-ready forces, based merely on numbers.

However, the report said

that developments over the past year had done little to improve the balance from Nato's standpoint. 'In terms of military hardware it may, if anything, have worsened,' the report said.

The nuclear threshold — the moment when one side reverts to nuclear weapons in the face of a conventional defeat — 'thus appears likely to remain uncomfortably low'.

The institute also said that

with financial and demographic constraints and growing American concerns outside Europe, it was difficult to see any substantial improvement in the situation.

The overall outlay on defence by Nato countries — only France, West Germany and Italy continue to raise expenditure — would not be enough to purchase 'increased defence capabilities'.

Warsaw Pact conventional

capabilities had continued to develop through a sustained equipment modernization programme over the past year. Soviet ground forces had received increased amounts of more modern equipment. Although the total number of tanks remained at 53,300, there were now 2,500 of the latest T80 battle tanks, compared with 2,300 12 months ago. There were also 500 more fighter aircraft. The report

said that these were mainly MiG23 Floggers and MiG31 Foxhounds.

Soviet naval construction appeared to have slowed down. But during the last 12 months, one Victor 111 class nuclear-powered submarine, and one Sovremenny and two Udaloy class guided-missile destroyers had been commissioned.

Outside the Soviet Union, Czechoslovakia was the first country to receive the latest Soviet self-propelled artillery types, the 203mm 2S7 and the 240mm 2S4 mortar. The Polish Navy was undergoing a slow programme of modernization and had received two submarines (one Foxtrot and one Kilo class) and a Kashin class guided-missile destroyer. The Romanian Navy had a new Kilo class submarine, giving it a submarine capability for the first time since 1967.

On the growth in chemical weapons, the institute's report said that the prospect for a successful global ban at current arms control talks was not hopeful.

The danger was that the role chemical weapons played in the Gulf War would be seen as an encouragement to their future use in other regional conflicts.

The Military Balance 1988-89 (International Institute for Strategic Studies, £18.50).

## Kurds accuse Iraq of killing civilians in new gas attacks

By Hazhir Teimourian

Kurdish nationalists claimed yesterday that another 59 of their countrymen died in Iraqi chemical attacks last week.

Mr Jalal Talabani, leader of the Patriotic Union of Kurdistan, said that 48 people, mainly civilians, were killed on Saturday when Iraqi aircraft attacked villages in the Hawia and Chemi-Razan area in the province of Kirkuk with nerve gas.

Another 11 people died in a similar attack on the area of Sheikh Bizeni on October 11, Mr Talabani said. He hoped that some of the severely injured victims could be taken to Iran for treatment. The clandestine journey would take at least a week.

The Kurdish union leader, who is visiting France, said the gas attacks followed clashes between his Peshmerga guerrillas and units of the Iraqi Army in which a helicopter gunship was destroyed and 52 troops were killed.

Iraq persistently rejects Kurdish and Western accusations that it has used chemical weapons against its own Kurdish subjects. On Monday, an official spokesman in Baghdad described as 'ridiculous' claims made by a team of American doctors.

Dr Robert Cook-Deegan of Physicians for Human Rights

said on Sunday in Ankara that he and his colleagues had found 'overwhelming, physical evidence' among Kurdish refugees in Turkey that Iraq had used a variety of poisonous gases, including mustard gas, against the Kurds. This was despite the fact that his team had been allowed to visit only two refugee camps.

In London, the Director of the International Institute for Strategic Studies, told a news conference that the production of chemical weapons could spread quickly if the major powers did not act soon to impose a global ban.

M. Francois Heisbourg, who presented the institute's report, *The Military Balance*, said Iraq's use of poison gas in the Gulf War had undermined the 1925 Geneva protocol outlawing chemical attacks.

● BONN: President Evert of Turkey, on a state visit to West Germany, said here yesterday that the Turkish Government would continue its efforts towards democratization with determination (John England writes).

Against a background of renewed left-wing accusations that political prisoners in Turkey are still being tortured, he said his Government saw it as a duty to respect human rights and freedoms.

### Violence in Punjab

## Gandhi's visits fail to placate Sikh extremists

From Edward Gorman, Delhi

Such is the intensity of Sikh violence in pursuit of independence for the north Indian state of Punjab that even the ravages of severe flooding over the past three weeks have done little to abate it.

There was one period immediately after the rains when police were able to announce that there had been no cases of multiple murder, kidnapping or robbery for 24 hours. This was considered so unusual in the recent bloody history of the state that *The Times of India* ran the story on its front page under the headline 'Incident-Free Day in the Punjab'.

Since then, however, India's open wound has been bleeding profusely. Last weekend, for example, 19 people were shot dead.

The unpalatable truth for Mr Rajiv Gandhi's Government is that more than four

release of 138 Sikh prisoners held at Jodhpur since the storming of the Golden Temple, Mr Gandhi wasted his opportunity.

'Until he went to the Punjab the key question was what was central government going to do about it. Now that he has been there the question still stands' was how one diplomatic analyst put it.

Mr Dilip Bobb, deputy editor of the influential fortnightly *India Today* magazine, was more critical: 'The Punjab visit was expected to yield a political initiative, but all he announced were a few economic sops which clearly mean there is still no strategy for Punjab.'

In a country in which almost all ills are blamed on the Prime Minister, his critics are perhaps being unduly harsh. Mr Gandhi did announce that elections to district and village councils would be held as a first step towards reconvening the Provincial Assembly. The Assembly was suspended and direct rule from Delhi imposed in May last year after a dramatic escalation in violence under an increasingly discredited Akali Dal Sikh state government.

In a second initiative, Mr Gandhi offered a round-table discussion with opposition leaders and set up an eight man ministerial sub-committee to meet them. Already, the Unified Akali Dal — the largest faction in the Sikh religious party and one of three principal opposition groups in the state — has announced its intention to boycott the meetings. Most independent observers believe the plan is doomed.

The underlying reason for the continuing criticism is that despite these apparently well-intentioned attempts to tackle the problem, his critics say Mr Gandhi has still shown no sign of being prepared to address the central issue — the grievances of the Sikh community.

These include a dispute over the division of river waters between the Punjab and neighbouring Haryana, the adoption of Chandigarh as the state capital (it is currently shared between the two states), the release of remaining prisoners at Jodhpur who have been held without trial, and the arrest of those responsible for the deaths of more than 2,000 Sikhs in communal violence in Delhi after Mrs Gandhi's assassination by her Sikh bodyguard in 1984.

But perhaps most important of all, Mr Gandhi has displayed what many believe is an almost deliberate insensitivity to the Sikh community. He failed, for example, to mention them once in speeches during his recent visits to the state.

In the most telling analysis, Professor Bhambani Sen Gupta of the independent Centre for Policy Research here, believes Mr Gandhi has an emotional block over the Sikhs which goes back to the shock of his mother's murder. This, he says, prevents him from applying himself to his most serious domestic problem and also accounts for his inability to understand the deep hurt which government policy is inflicting on the Sikh mind.



Mr Gandhi

● Emotional block over Sikhs goes back to the shock of his mother's murder ●

years after his mother's disastrous decision to send the Army into the Golden Temple at Amritsar — the Sikh's holiest shrine — which cost hundreds of lives and set the militants on a new and bloody campaign for self-determination, the security situation in the state is worse than ever.

The Punjab remains the Indian Prime Minister's biggest domestic problem and the main impediment to an improvement in relations with Pakistan, which India accuses of arming and training Sikh militants.

Official figures show that this year is already the worst on record in terms of the numbers of people killed. The Associated Press office in Delhi says that so far 2,075 people have died in violent incidents, not including the extremists' casualties.

It is against this background of carnage that two recent visits to the Punjab by Mr Gandhi were being seen as opportunities for central government to launch fresh initiatives to defuse the crisis.

Mr Gandhi's day-long tour at the end of last month was his first since 1985. His supporters argued that his mere presence, at considerable personal risk, was a positive step towards initiating a renewed dialogue with the political community.

His many critics, however, believe that despite announcements of long-awaited economic concessions — backed up after a severe flood-relief package — and an eye-of-tour



## Giving the unemployed a clean start.

Imagine you're unemployed, living in an inner city area—and want to start your own business.

It's a tough nut to crack.

But for 15 years now, Project Fullemplay—the multi-ethnic community and business-based organisation—has been helping young men and women overcome these odds.

Esso has supported Project Fullemplay for much of this time, at centres all over the country.

In Bristol, for instance, one of their successes is Jackie Wilson, 21. She now runs her own office cleaning company called Clean Start.

When she joined one of Project Fullemplay's self-employ-

ment training courses, Jackie knew what she wanted. But not how to achieve it. Twelve weeks later she'd written the best business plan on her course.

It won her new confidence, the support of the local bank manager, and an Esso Self-Employment Award of hard cash.

Now Esso is providing 1,000 bursaries to enable Project Fullemplay trainees in 5 major cities to take relevant training courses with The Open College.

Project Fullemplay's central office is at 102 Park Village East, London NW1 3SP (Tel: 01-387 1222).

Get in touch and they'll tell you how to help young adults shine.



Quality at work for Britain for 100 years.



## SPECTRUM

# A rage for private justice



Patricia Healy and her husband Danny remortgaged their home to do it. Pauline and Ray Williams spent their £16,000 savings during a legal fight which lasted three and a half years. It took Leslie and Rose Hatcher two years and £5,000 to overcome the might of official indifference. And only last month Robert and Carol Awcock tasted victory after spending £7,000 over 27 months. All of the couples had proved, literally, that they have the courage of their own convictions.

They have several things in common. All have suffered the tragedy of the death of a son. None of them was prepared to accept an erroneous official decision not to charge the killer. And each family started a private prosecution.

Although they were concluded in the latter half of the 1980s, the cases which the Williams' and the Hatchers brought were, astonishingly, only the first and second in this century in which a party refused to accept the decision of the Director of Public Prosecutions and successfully initiated its own action for manslaughter.

As such prosecutions become more common, the authorities who decide whether a criminal charge should be put before the courts — a role for the last two years performed exclusively by the highly controversial Crown Prosecution Service — face a crisis of public confidence.

Nor is that crisis confined to those who have been suddenly and cruelly brought face-to-face with the ponderous process of the law for the first time. More policemen believe that their safety is being put at risk by the reluctance of the CPS to charge thugs with personal violence against officers when there is less than an extremely high chance of success. So concerned is Martin Smith, a lawyer and special constable, from Borehamwood, Hertfordshire, that he recently volunteered his legal services free to any serving officer who wants to take out a private prosecution.

Smith, aged 38, last week saw his own attempt to bring such a prosecution end in disappointment, however. He brought his case against two of three youths who assaulted him because he was not satisfied when charges against them were reduced, from grievous bodily harm to common assault, meaning

## As confidence falls in Crown prosecutions, William Greaves looks at some of the families who take the law into their own hands

that the case was dealt with by magistrates instead of being sent to a Crown Court. Smith's case was compulsorily taken out of his hands by the DPP, who then did not proceed with it on the grounds that the youths, and an accomplice, had already been dealt with.

Why do bereaved parents, who know that nothing they do can bring their son or daughter back, embark on a long, distressing and expensive legal trail? "Of course, there is an element of revenge," Smith says, "but I don't believe it adds up to more than 30 per cent of the motive. It comes back to fundamentals. People think they live in a just society and if you do something wrong you should get punished for it. A parent who sees someone getting away with it is driven on by a deep sense of outrage."

The prosecutions brought by the Healy, Williams, Hatcher and Awcock families were diverse in their circumstances, but equally disturbing. Mark Healy, from Wood Green, north London, and another young friend were killed when Paul Curran took them and two others in his van for a midnight joyride, lost control and crashed into a tree. Curran was later charged with careless driving and driving with excess alcohol. But the Heals

## 'It comes down to fundamentals. A parent who sees someone getting away with it is driven on by a deep sense of outrage'

refused to accept the CPS decision, and charged Curran with causing death by reckless driving. Nine months after magistrates sent Curran for trial on the death charge, the CPS finally took over the case and the driver was jailed for 15 months.

John Williams, aged 19, a Luton dairy worker, died after crushing a double strength Palfium tablet — a powerful painkiller — and asking his party host, Gary Austin, to inject him with it. The Director of Public Prosecutions four times refused to take any action over John's death. His parents brought their private manslaughter prosecution and only when magistrates committed Austin for trial did the DPP take over the case. Austin was found guilty by a St Albans Crown Court jury and jailed for 15 months.

Eight days after being found Martin Smith, who unsuccessfully attempted a private prosecution, with a picture of himself injured

slumped in the doorway of his parents' home at Ashford, Kent. Eric Hatcher, aged 32, a roof tiler, died. He had been punched by George Miller, a publican. This time the DPP told Miller he would never stand trial. Again it was only because the dead man's parents filed a private prosecution that Miller appeared at Maidstone Crown Court and was jailed for 18 months for manslaughter.

After the jailing of the drunken driver who caused the death of his 23-year-old son, Robert Awcock, a plumber from Crowborough, East Sussex, said: "I am very pleased justice has been done at last. Why should mothers and fathers have to fight for it?"

So how does the recipient of rough justice set about seeking retribution? Martin Smith probably makes it sound easier than it is. "If the police have investigated the circumstances and the CPS refuses to bring charges you ask your local magistrates for a summons to be issued on a specific charge and give your evidence. If the magistrate accepts that there is a prima facie case, he will grant the summons." You can usually interview any police officers concerned, and summon witnesses. But, Smith warns, it is essential to have the help of a lawyer. "Otherwise, the defence will make mincemeat of you."

The Crown Prosecution Service, set up in October 1986, is an independent government department, funded by the Treasury, whose minister is the Attorney General and whose director is the Director of Public Prosecutions, currently Allan Green, QC. The widespread belief that it was too hurriedly set up, is hopelessly underfunded, and that its permanent staff of prosecuting lawyers are underpaid is tacitly acknowledged within its own corridors.

In an open letter to the Attorney General, Green writes in his 1988 annual report: "It would, of course, be unrealistic to deny that we continue to face significant problems. Our worst problem, by far, is shortage of staff — particularly lawyers. At the beginning of April 1987 we were 529 short of our total complement of 1,773 lawyers; at the end of March 1988 we were still 459 lawyers below complement. Mistakes have been made, usually in areas where the shortage of lawyers is particularly acute."

To say that the police have misgivings about the CPS is putting it mildly, says Mike Bennett, chairman of the Metropolitan Police Federation. "In 1986 there were 3,400 assaults on police officers, last year there were 4,500. The word has gone round on the grapevine that if you are facing arrest you might as well have a go because you are likely to get away with it."

One organization that has been going it alone for the last 150 years is the RSCA. The society's assistant director of legal services, Katherine Muriel, says: "Our field is a highly specialized one, and we are currently getting around 2,000 convictions a year."

Although she says that the society would take "a very dim view" if it was prevented from preferring its own charges, she stopped diplomatically short of condemning the CPS. "If we didn't take on these cases ourselves they would be a further burden on an already overloaded service."

Meanwhile, the feeling begins to take hold throughout the country that, when it comes to obtaining justice, if you want it done properly then do it yourself. Private prosecutions seem all set to proceed from the exceptional to the commonplace.

## Now, a show of flippers



CRAIG BROWN

show of flippers. "The motion is carried," he announced, a man still active on the international stage.

In the old days, youngsters who desired a career in showbiz would have been advised to join a stage school before cutting their teeth on the gruelling repertory circuit. But now another course is available to them. The openings for qualified doctors and policemen on the international showbusiness circuit is expanding daily.

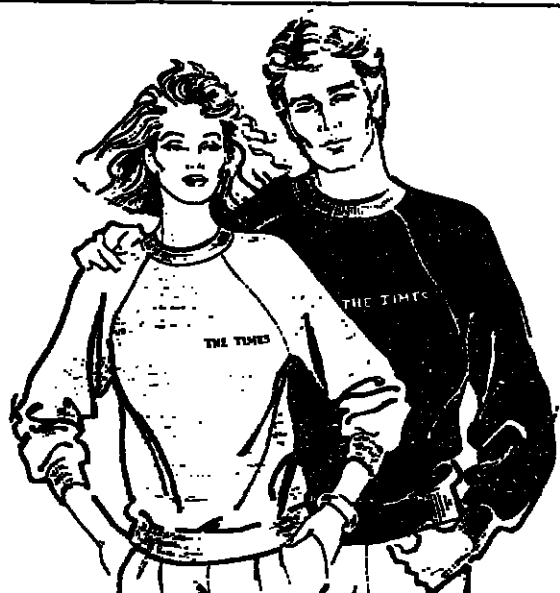
It was once the role of the police officer to offer a discreet "no comment" or "our investigations are continuing" to the cameras before nipping smartly back to his job. But now the television screen is awash with police spokesmen making formal and informal announcements, answering allegations and pursuing lines of inquiry, all with the glint of possible fame in their eyes.

However ludicrous the TV discussion — the pros and cons of New York's "Guardian Angels" is the most recent example — there is always a police spokesman ready to chip in. I suspect it all dates from the antics of Sir Robert Mark with his absurd TV type advertisement, and Sir James Anderton maintains this tradition. It will not be long before a senior policeman appears for a season in pantomime, along with Clodagh Rodgers and Little and Large.

The medical profession, once so discreet, is similarly starstruck. For a doctor, there are two infallible routes to stardom. The first is to pin heart disease on a harmless foodstuff, but with milk, sugar, salt and butter all bagged, only jelly babies and fresh vegetables remain. The other is to offer public advice to a member of the Royal Family who has no need for it.

Yesterday, a Dr Anne Woolley announced that Barbra should be flown to Australia, while a Dr Sheila Rossan believed that Andrew might feel threatened by the baby's arrival. "He may feel guilt," she said. With so many publicity seekers around, those who yearn to join a caring profession must look further afield. I would suggest the relative obscurity of the life of a bingo caller or a quiz show host.

### THE TIMES SWEATSHIRT IDEAL FOR SO MANY OCCASIONS



The classic stretch-knit sweatshirt originated in the U.S.A. as a comfortable easy-fit top for sports and leisure activities. The design, crew-neck with deep raglan sleeves and stretch-knit cuffs and hem, makes it a useful multi-purpose garment that offers a practical alternative to traditional pullovers and sweaters for casual wear.

**Price: £10.95 each.**

All prices are inclusive of post and packing. If you are not satisfied your money will be refunded without question. In addition to our guarantee you have the benefit of our full statutory rights which are not affected. This offer can only be despatched to addresses in the U.K. Please allow up to 21 days delivery.

This range of high quality sweatshirts were designed for Times readers with 'THE TIMES' flock printed on the left breast of each shirt. Available in two colours: navy or grey, in a comprehensive range of sizes. (Fabric content: 50% cotton/50% poly cotton or acrylic.)

### THE TIMES

**DIAL YOUR ORDER**  
RAPID ORDERING SERVICE  
BY TELEPHONE ON  
ACCESS OR VISA  
(no need to complete coupon)  
0322-58011  
24 hours a day - 7 days a week

Tel: (0322) 555555 for enquiries only.

Please send me Times Sweatshirts @£10.95 each as indicated below:

Colour	Small 34-36"	Medium 36-38"	Large 38-40"	Extra Large 40-42"
Grey				
Navy				

I enclose Cheque/PO for £... made payable to Times Sweatshirt Offer.

Or debit my Access/Visa no. ....

Signature: \_\_\_\_\_

Send to: Times Sweatshirt Offer, Bourne Road, Bexley, Kent DA5 1BL.

Mr/Ms/Ms: \_\_\_\_\_

Address: \_\_\_\_\_

Postcode: \_\_\_\_\_

Tel: (0322) 555555 for enquiries only.

## Bloodless Marys

Drinks firms cut down on the alcohol in their products, and cocktail barmen find themselves both shaken and stirred

Cuts in the alcoholic strength of many branded drinks are playing havoc with the cocktail barman's hard-learned craft. Customers are complaining that their favourite mixtures no longer taste the same and barmen find that,

because the ingredients' specific gravities have changed, some of their multi-coloured inventions now meld into a single dingy hue.

Last year the vermilion companies, Martini and Cinzano, cut the strength of their products. They have been followed this year by Pimm's, Southern Comfort, Bacardi, Jack Daniels and Malibu.

Robert Munro, head barman at Groucho's Club, in Soho, says: "We are having to reconstitute some of the drinks — Pimm's especially — by adding a little gin or vodka to bring the strength back to its former level. People have been complaining and asking barmen whether we have been giving them full measure. As yet we still have full strength Bacardi and Jack Daniels, but if we dilute the daiquiris and the whisky sours turn too sweet there will be more trouble to come."

"Pimm's made the reduction in strength without telling anyone," Munro adds, "and they have not changed the price, so it has not been good for us."

At the Ritz Hotel the head bartender, Bob Burton, says that some of the recipes for rainbow coloured cocktails simply do not work any more because the colours run into each other. "The rainbows end up looking like puddles in the glass. In the case of the spirits, international hotels already had a problem because customers from overseas were complaining that their drinks did not taste as good as they did back home, where proof strengths are higher. Now what they get in Britain is even lighter, so Stolichnaya vodka

and Tanqueray gin are increasingly popular because they are extra strength."

The manufacturers claim that they have reduced the strength of their products to meet increasing public demand for low-alcohol drinks and have in some cases enhanced the flavour. But Burton says: "If they reduce the strength of Bacardi much further there will not be any point in putting a shot in a bottle of Coke because you would lose it. Not everyone wants a non-alcoholic cocktail and if they do they can always buy fruit juices or mineral water."



A Harvey Wallbanger, overhearing our conversation, snorts: "The way they are going, a cocktail will soon be a couple of umbrellas in an empty glass."

While establishments with cocktail-drinking customers are incensed, barmen in some hotels admit that they were completely ignorant of the changes. "We do not get much demand for cocktails nowadays," said the barman at one leading Park Lane hotel, fingering a shaker gingerly. "I don't know much about it myself, because I am usually the wine waiter."

Robin Young

### TEA TIME... for everyone?



TEA... the universal solution to gift problems, giving quality, variety and undoubted good taste.

ASSAM (Golden Broken Orange Pekoe) 250g Wooden Chestlet... £4.50

DARJEELING (Broken Orange Pekoe Extra) 250g Wooden Chestlet... £5.95

The 'TAEPIING' Gift Box

Mason's Ironstone Teapot and a silver plated Tea Strainer, with 125g tins of Royal Blend Tea and Earl Grey Tea. £59.50 (UK Postage £5)

The 'ARIEL' Gift Box

Mason's Ironstone Ming Jar with two tins of Royal Blend Tea and two tins of Earl Grey Tea, all 125g. £39.95 (UK Postage £5)

The 'CLIPPER' Gift Box

Mason's Ironstone Nankin Jar with 125g tins of Royal Blend Tea and Earl Grey Tea. £27.50 (UK Postage £5)

Christmas Catalogue now available.

**FORTNUM & MASON**

ESTABLISHED 1707

181 PICCADILLY - LONDON W1A 1ER

Telephone: 01-734 8040



# Work experience scheme eases path to the right career

## Make the most of Enterprise Student

By Anne McElroy

● **Accountancy:** Local firms' lists can be obtained from the careers office or from the Institute of Chartered Accountants, PO Box 433, Chartered Accountants' Hall, Moorgate Place, London EC2P 2BJ.

● **Arthur Andersen:** Formally structured eight-week work experience placements offered in London and the regions to second year students. The scheme is in auditing and tax departments. Contact the summer vacation co-ordinator, Arthur Andersen & Co, 1 Surrey St, London WC2 2PS.

● **Arthur Young:** Chartered accountants offer six-week summer experience scheme. Applications before end of Jan 89 to Ms J Wells, graduate recruitment officer, Arthur Young, Rolls House, 7 Rolls Buildings, Fetter Lane, London EC4A 1NH.

● **Austin Rover:** Summer placements lasting from 6 weeks to three months in manufacturing engineering, product development, sales and marketing. Apply end of April to Mr R Walker, Austin Rover Group, Cannon Rd, Canley, Coventry CV5 6QX.

● **BBC:** Vacation training available in broadcast engineering to penultimate year electronic engineering degree students (inc applied physics or similar). Choice of two dates in summer. Work at local radio stations, main transmitter, bases and regional television production studios. Apply only through careers service at your university or polytechnic for training help on Miskilford visit.

● **BDO Binder Hamlyn:** Chartered accountants. Apply to Mr M Holloway, summer recruitment manager, BDO Binder Hamlyn, Gordon House, 75-79 Farringdon Rd, London EC4A 4BL.

● **Beecham Pharmaceuticals:** Summer vacation work in production and research. Applications invited from physical and biological scientists and chemical engineers. Apply in spring term to Mr A Hazleton, Beecham Pharmaceuticals, Beecham House, Brentford, Middx, TW8 8BD.

● **BOC:** Industrial and special gases manufacturer has summer vacancies in engineering, computing, commercial, marketing and personnel departments. Applications early spring to the graduate recruitment manager, The Priory Centre, 10 Priory Rd, Guildford, Surrey, GU2 5XY.

● **British Petroleum:** Summer placements offered in research and development, finance and planning and personnel depts. Apply in spring term to the manager, recruitment branch, Britannic House, Moor Lane, London EC2Y 9BU.

● **British Nuclear Fuels:** Summer vacancies for engineers and scientists, also some design and computing. Apply to Mr B McDonald, student training officer, B111 Sellafield, Cumbria.

● **BPP Holdings:** Vacancy for a publishing assistant in the long vacation. Apply to Ms K Nounis, BPP Holdings Plc, BPP House, Aldine Place, London W12 8AA.

● **C & A:** Showroom assistants and administration assistants required, mid-Dec to mid-Jan. Apply to Ms J A Tibbott, C & A Marble Arch, 501-519 Oxford St, London W1.

● **Centaur Communications:** Chartered office vacancies in publishing and communications company during the Easter and summer vacations. Apply to K Austin, Centaur Communications, St Giles House, 49-50 Poland St, London W1V 4AX.

● **Clive Lewis & Partners:** Chartered surveyors have limited opportunities for summer work. Apply Mr C Lewis, 8-9 Stratton St, Mayfair London W1X 5ED.

● **Computer People:** Work in sales dept available at various times. Apply to Ms S E Cliff, Computer People Plc, 66/68 St Martin's Lane, London WC2N 4US.

● **Confederation of Retail Teaching Companies:** Corto places students in touch with member companies including Marks & Spencer, Asda, Tesco, Sainsbury's. Apply to the secretary, Corto, Stamford Hall, Loughborough, Leics LE12 5QR.

● **Conoco:** Occasional vacancies in summer in marketing, clerical and systems information. Apply in spring to Mr P A Cook, Conoco Ltd, personal dept, 230 Blackfriars Rd, London SE1 8NR.

● **Coopers & Lybrand:** Places for tax assistants in the summer. Apply in spring to Ms C Daly, Coopers & Lybrand, Plumtree Ct, London EC4A 4HT.

● **Courtauld:** Various opportunities in large industrial group during the summer. Apply between January and June, stating area of interest and what you feel you could contribute to Courtauld's operations, to Ms D Halford, graduate recruitment officer, PO BOX 16, 345 Foleshill Rd, Coventry, CV6 5AE.

● **Dixons:** Summer vacancies in retail outlets. Apply in early spring to Ms T Wolstenholme, 46-50 Uxbridge Rd, Ealing, W5 2SU.

● **Ernst & Whinney:** Summer placement for would-be accountants includes one-week introduction course, computer training and shadowing work. Apply early in spring term to Mr Caroline, Ernst & Whinney, Becket House, 1 Lambeth Palace Rd, London SE1 7EU.

● **GEC:** Major electronic/electrical goods manufacturer offers three-month summer placements for students with scientific, engineering, technical or computing background. Apply early in the year to GEC educational liaison, GEC Management College, Danbury, Rugby, Warwick.

● **Gencor General Mining:** Opportunities for students approaching final year for summer vacation work and training in South Africa. Students with engineering bias preferred, also places for chemists. Apply to Mr C H Donnan, recruitment manager, Gencon, 30 Ely Place, London EC1N 6UA.

● **Grant Thornton:** A few summer vacation places available in chartered accountants practice. Apply to Mr R Lane, recruitment officer, Grant Thornton, Grant Thornton House, Meiton St, Euston Sq, London NW1 2EP.

● **Habitat:** Work in finance, personnel, buying, marketing and retail offered in all three vacations. Applications all year round to Mrs J Haverford, Habitat Design Ltd, Hitherston Rd, Wallingford, Oxon, OX10 9EU.

● **Hazledene & Co:** Post for an accounts assistant for two months in the summer vacation. Apply to Mr J Millingham, Hazledene & Co, Stevenson Ct, Cheltenham, GL50 0UX.

● **Healey & Baker:** Surveyors have places for second year students considering surveying. Apply to Healey & Baker, 27 Austin Friars, London EC2.

● **Hewlett Packard:** Work for science and computing students. Apply to the central recruitment office, Hewlett Packard, Miller House, The Ring, Bracknell, Berks.

● **ICL:** Undergraduates in technical, electronic and computer-related disciplines are offered vacation work in telecommunications and information departments. Apply in December to Mr C Blakey, ICL Bridge House, Putney Bridge, Fulham SW6 3JX.

● **IFF Research:** Places available in business market research company at Easter and in summer. Apply to Mr E Smith, IFF Research, 12 Argyl St, London W1V 1AA.

● **The Inner Temple Place:** Chartered barristers' chambers available for those seriously considering a career at the Bar. Apply to Ms J Geddis, treasurer's office, The Inner Temple, London EC4Y 7HL.

● **International Stock Exchange:** Unpaid work experience available in the summer months and expenses paid. Apply to the graduate recruitment manager, personnel dept, International Stock Exchange, Old Broad St, London, EC2N 1HP.

● **IPC Magazines:** One-to-three-week placements in editorial and graphics depts. For list of titles apply to Mrs J Mariden, editorial training officer, IPC Magazines, Kings Reach Tower, Stamford St, London SE1 9LS.

● **J P Morgan:** Summer internships available in international corporate and investment bank. Apply to Ms B Rider, J P Morgan, One Angel Court, London EC2R 7AE.

● **John Lewis:** Apply to individual stores or centrally to the personnel dept, John Lewis Plc, 4 Old Cavendish St, London W1A 4EX.

● **Kimberly-Clark:** Vacancies in engineering and information systems depts in the summer. Apply to Ms J Brady, Kimberly-Clark, Larkfield, Maidstone, Kent ME20 7PS.

● **Laura Ashley:** Laboratory, printing, design, clerical, buying, catering, information systems, gardening, personnel and shops. Placements in all vacations, apply three months ahead to Mrs D Bound Dept, Laura Ashley Industries, Station Rd, Carno, Powys, SY17 5LQ.

● **Law Students:** Details on employment possibilities from Andrew Viner, careers promotion officer, The Law Society, 113 Chancery Lane, London WC2A 1PL.

● **Leicestershire Council:** Student accounting placement offered for the summer vacation. Contact the county treasurer, Leicestershire County Council, County Hall, Glenfield, Leicester. Also temporary clerical work. Apply director of education or chief executive and county clerk at the same address.

● **Labbeck Fine:** Chartered accountants has vacancies for the summer period. Apply to Mr P Shah, Labbeck Fine, 3-5 Bedford Row, London WC1R 4DB.

● **Malaysian Rubber Producers' Research Association:** Research association has placements in summer for physical scientists. Apply to the secretary, The Tun Abdul Razak Laboratory, Brickendonbury, Herts, SG15 8NL.

● **Marks & Spencer:** Students gain experience through attachment to management either at head office or in local stock. Contact the recruitment dept, Marks & Spencer Plc, Michael House, 57 Baker St, London W1A 1DN.

● **Mars in Europe:** Various opportunities within the Mars group in marketing, research and development. For information apply to Ms M Robinson, Mars Group Information Services, Shoppenhangers House, Shoppenhangers Rd, Maidenhead, Berks, SL6 2PX.

● **Merck, Sharp & Dohme:** Research laboratory has vacancies for chemists, biologists and pharmacists. Apply in spring term to Ms C Merck, Sharp & Dohme, Terlings Park, Eastwick Rd, Harlow, Essex CM20 2QR.

● **Metal Box:** Packaging manufacturers have various openings for scientists, food scientists, engineers and computing students. Apply to the graduate recruitment manager, Metal Box Group, Napier Ct, Napier Rd, Reading, Berks, RG1 8BH.

● **Mobil Oil:** Variety of openings. For information write to employee relations, Mobil Oil, 54-60 Victoria St, London SW1E 6QR.

Making career choices is the "most difficult decision in the world", according to John Berkeley, manager of the Austin Rover group's resourcing and development unit, but "work experience is the best way I know to make that choice as wise as possible". He is one of the many employers and students who are delighted to hear of the Times' Enterprise Student Scheme. The scheme is the first of its kind and will put undergraduates in all fields in touch with employers offering holiday work as a first foothold on the career ladder. The employers in our directory offer rewarding work in areas in which students may be interested.

One man who has already tried this route is Stuart Jolly, a second-year business studies student at Ealing College of Higher Education, west London, who worked in the personnel and accounts depart-

ment at British Aluminium Plc earlier this year and has since returned there to work on a complex design and development project. "It was exactly what I needed to complement my theoretical knowledge of business", he said. "I found out where my true interests were and developed them."

Most project-based experience lasts a minimum of six weeks, but it is still possible to find shorter placements. Some employers working in high-pressure fields prefer shorter stays. There is no set definition of work experience, but internships of all kinds are becoming more popular. Whether you are looking for industrial experience in a well-paid multinational or your first byline, the Times Enterprise Scheme is the place to turn. We welcome offers of employment and will be updating our directory regularly.

● **MOD:** Vacancies for undergraduates studying engineering, computing, mathematics and electronics. Apply to the personnel officer, ABE Post, 1000, Portsmouth, Hants PO6 4AA; Atomic Weapon Establishment, Fines Froup S61, Aldermaston, Berks, RG7 4PR; Chemical Defence Establishment, Porton Down, Salisbury, Wilt, SP4 0JQ; Royal Aerospace, 2101 Building, Farnborough, Hants GU14 6TD; Royal Ordnance, 17-25 Cavendish St, Ramsgate, Kent CT11 9AN.

● **Reed Business Publishing:** Magazine publishers offer experience on group titles in journalism, marketing and sales. Applications accepted for all vacations, well in advance to Mr F Quinn, personnel dept, Reed Business Publishing, Quadrant House, The Quadrant, Sutton, Surrey, SM2 5AS.

● **Reeves & Neylan:** Chartered accountants offer placements. Apply well in advance to Mr D Ashman, 37 St Margaret's St, Canterbury, Kent, CT1 2TU.

● **Research International UK:** Placements in market research company in summer. Apply in April to Ms M Henry, personnel dept, Research International UK Ltd, 6-7 Grosvenor Place, London SW1X 7SH.

● **Research Services:** Occasional opportunities in market research company all year round. Apply on an ad hoc basis to Mr M Denning, Station House, Harrow Rd, Stonebridge Pl, Wembley, Middx, HA9 6DE.

● **Research Surveys of Great Britain:** Occasional work available in all vacations. Apply to the Personnel Officer, AGB Research Centre, West Gate, London W5 1EL.

● **Reynolds Porter Chamberlain:** Solicitor's practice has places in summer vacation for

undergraduates intending to pursue a career in law. Placement includes shadowing solicitors, some court experience and research. Applications all year round to Mr C Gardner, Reynolds Porter Chamberlain, Chichester House, 278-282 High Holborn, WC1.

● **Robinson & Allfree:** Work in Kent solicitors in all three vacations. Applications accepted all year round to Mr R C Reading, Robinson & Allfree, 17-25 Cavendish St, Ramsgate, Kent CT11 9AN.

● **Rolls Royce & Associates:** Placements also include training in marketing, accounts and manufacturing departments. Apply at Christmas to Ms K Slack, Rolls Royce and Associates Ltd, PO Box 31, Derby DE2 8BJ.

● **Rorer Health Care:** Pharmaceutical company has places in Easter and Summer vacations in research and development for chemistry, pharmacology and pharmacy students. Apply now for next Easter and summer to Mr A Stobbs, Rorer Health Care Ltd, St Leonards House, St Leonards Rd, Eastbourne, East Sussex BN21 3YJ.

● **Royal Ordnance:** Opportunities for students with background in engineering and electronics in research and development departments. Also in

personnel dept. Apply in spring term for summer to Mr J Chapman, graduate recruitment officer, Royal Ordnance Plc, PO Box 40, Chorley, Lancashire, LR7 8AD.

● **Royce Trust:** Finance company has places for clerical assistants in all three vacations. Apply to Ms S Cooper, personnel officer, Royce Trust Plc, Royce House, The Promenade, Cheltenham, Gloucestershire.

● **Arthur Sanderson & Sons:** Interior design and home furnishing firm has vacancies in the Easter and summer vacations in marketing, accounts and manufacturing departments. Apply after Christmas to Ms K Jones, training dept, Arthur Sanderson and Sons Ltd, Oxford Rd, Uxbridge, Middx, UB 8HY.

● **Savacore:** Store-based retailing work offered in all vacations, at Edinburgh, Tyne & Wear, Oldbury, Reading, Basildon, Hempsstead, Kent. Apply to Jan Curtis, Savacore, 45-47 Peach St, Wokingham, Berks.

● **Shippell Blackburn Chartered Accountants:** Summer vacation placement for a junior. Apply to Edward Oliver, Shippell Blackburn, 14-16 Regent Street, London SW1Y 4PS.

● **Stey Hayward:** Introduction to accountancy and business consultancy. Places available in the summer. Apply to personnel officer, Stey Hayward, 8 Baker Street, London W1M 1DA.

● **Sun Alliance:** Applications for general insurance work in any vacation should be addressed to nearest regional office. List available from Mrs P Moorland, Sun Alliance, 29 North Street, Horsham, RH12 1BT.

● **Telepress:** Temporary work offered in the long vacation in the editorial and production depts of magazine publishing house. Experience of proof reading, liaison with printers and layout. Apply to Ms A Beckley, Telepress Ltd, 361 Upper Richmond Rd West, East Sheen, London SW14 8QN.

● **Texas Instruments:** Nature of work determined by degree, opportunities in design and development, marketing, engineering, sales, finance and information systems. Apply to Mrs V Tilbury, Texas Instruments Ltd, Manion Lane, Bedford MK41 7PA.

● **Thomson Holidays:** Summer vacancies in marketing, finance and systems departments. Apply until Christmas for next summer to Ms J Simm, Personnel Dept UK, Thomson Holidays, Greater London House, Hampstead Rd, London NW1 7SD.

● **Thorn EMI:** Electronics company employs scientists, computing and engineering students in a variety of jobs. Apply to the training and education manager, Thorn EMI Electronics, 243 Blyth Rd, Hayes, Middx.

● **Toronto Dominion Bank:** International and merchant bank has limited opportunities for students in treasury and accounts department in the summer months. Apply in February to Mr D Davis, Toronto Dominion Bank, 15-16 Finsbury Sq, London, EC2A 1DB.

● **Towers and Hamill:** Solicitors' firm recruits undergraduates for summer work. Experience of company commercial law, litigation and conveyancing. Apply in spring

to Mr E Payne, Towers and Hamill, 6 New Square, Lincoln's Inn, WC2A 3RP.

● **Unilever:** Summer vacation training/experience on special projects in marketing, commercial, finance, planning, buying, personnel, production information systems. Applications for the summer in March to Mrs Stokes, UK National Personnel Dept, Unilever Holdings Ltd, Unilever House, PO Box 88, Blackfriars, London EC4P 4BQ.

● **United Distillers:** Summer vacancies in research and development, finance, marketing and personnel. Apply in spring term to Ms M Hughes, personnel dept, United Distillers Group, Landmark House, Hamersmith Bridge Rd, London W6 9DT.

● **Valin Pollen:** Short placements available in advertising and PR company in Easter and summer vacs. Apply early to the graduate recruitment officer, Valin Pollen Ltd, 46 Grosvenor Gdns, London SW1W 0EB.

● **Water Research Centre:** Water research and technology company has summer openings for students with scientific/engineering background. Contact the graduate recruitment adviser, John L van der Post Building, Henley Rd, Medmenham, PO Box 16, Marlow, Buckinghamshire SL7 2HD.

● **William M Mercer Fraser:** Placement in firm of actuarial consultants during the summer. Apply in spring to Mrs P Hornsby, William M Mercer Fraser Ltd, Burwood House, 16 Caston St, London SW4 0QU.

● **Willis Faber:** Occasional summer placements offered in international insurance firm. Apply from Easter to Ms E Sanderson, Personnel Dept, Willis Whigham House, Wood St, Kingston, Surrey, KT1 1UG.

● **Winter-Tailors:** Continuous programme of work experience in solicitors practice. Apply well in advance of dates required to Mr R J Gates, Winter-Tailors Solicitors, Park House, London Rd, High Wycombe, Bucks, HP11 1BZ.

## THE MITSUBISHI

## PERSONAL FAX

## EXTENDS

## YOUR POWERS OF

## COMMUNICATION

Mitsubishi believes it's time for fax to come out of the closet.

So we've produced a model so compact (and so modestly priced) that every desk can have one.

The FA-2150 takes up no more desk space than an A4 sheet of paper.

So you can send a hard copy of a letter or document anywhere in the world without leaving your chair. And receive them with the same degree of clarity and convenience.

Despite the inch-pinching dimensions, the FA-2150 is no Tom Thumb when it comes to features.

Its giant-size spec includes Automatic One-Touch Dialling, Grey Scale Control for the highest quality pictures and Off Peak/On Time Delayed Transmission as standard.

The FA-2150 also takes the place of your phone and acts as your personal copier. (Plus you can always use it as a paperweight.)

If you think the FA-2150 sounds clever, just wait until you see our other fax models - all supported by the full force of Mitsubishi world service and resources.

Or better still, don't wait. Reach out for your phone and call this minute for the name of your local Mitsubishi fax distributor.





# TIMES DIARY

SHEILA GUNN

The star of the House of Lords this session has undoubtedly been the 39-year-old Earl of Caithness, who has been promoted twice within a year to end up as Housing Minister plus Mrs Thatcher's leading "green". He has put in more hours at the despatch box than any other minister in either House and seen through five big Bills in spite of such distractions as lesbian abusers and Tory poll tax rebellions.

Three Cabinet ministers are in his debt. To the benefit of Douglas Hurd, Caithness "discovered" electronic tagging on the visit to the US as Prisons Minister when transported to the Department of Environment after Lord Whitelaw's stroke, battled with a reluctant Nicholas Ridley for at least some environmental protection measures. Mrs Thatcher has now handed him the lead on "green" issues as head of the special anti-pollution committee.

Not bad for a so-called "boy scout" brought on to the front bench by Whitelaw, to whom he is distantly related — or for a chartered surveyor who once boasted that his qualification for ministerial office is "an A level in British constitution". In fact his rise started immediately after I wrote of his problems piloting the criminal justice legislation past the legal heavyweights. His troubles, you may recall, led Whitelaw to beg the Prime Minister to put Lord MacKay on the Woolsack to help out with the Bill in place of the ailing Lord Havers.

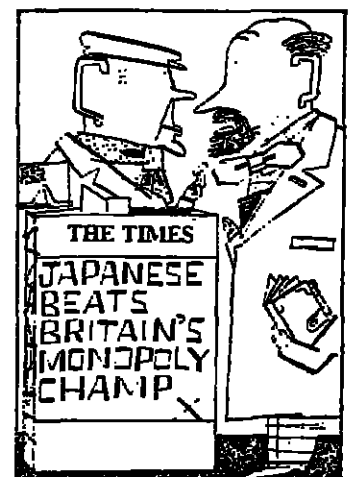
In spite of Caithness's popularity with fellow ministers and civil servants, it is the more robust junior Environment Minister, David Trippier, who braves furious tenants on housing estates in Leeds and London to explain why the Government wants to whip them away from local councils.

As one of the dwindling band of northern Conservative MPs, the undaunted Trippier has faced what an accompanying official described as "a lynx mob" which besieged the official party and rocked his car. Yet he did make a few converts. After a two-hour session on the Ocean Estate in Tower Hamlets this week he was asked what he had gained from the experience. "Hopefully the George Cross," came the reply.

Contrary to speculation, Mrs Thatcher is not prepared to create new working peers next month to top up the Labour benches which have lost, through death or ill-health, a whole batch of votes. When the Prime Minister was asked if she would talk to Lord Cledwyn, leader of the Labour peers, about a list, she replied curtly: "I will talk to Cledwyn about anything — except working peers."

Ms return to work today full of beans after their summer hols of almost three months. But the House of Lords has been toiling away for ten days already. You could be forgiven for not noticing, for the television cameras have scorned the upper House. ITN, who operate them, say they do not have enough hardware to cover both the Lords and the Tories' jaunt in Brighton and, anyway, their *Parliament* programme does not restart until today. Peers fear it bodes ill for future coverage once the cameras are allowed into the "other place".

BARRY FANTONI



"I've heard of life reflecting art — but a board game."

What is Lord Hailsham, now aged 81, trying to prove? While his fellow peers dispersed to odd parts of the globe during the recess, Hailsham's Dickensian figure, complete with lawyer's suit and mischievous grin, could be seen trundling daily along the House of Lords' ornate corridors. His destination was the library, where he has been perusing *The Sun* — of which the library buys eight copies daily. However, he tells me the main attraction is the right atmosphere to get on with the latest instalment of his memoirs.

Another literary peer is Lord "Bertie" Denham, whose latest book suggests that he might be finding life a little tedious in the Whips' Office after 27 years. It is called *Foxhunt* and revolves round a conspiracy to bring down the Government. He fuses the divulge which senior minister could possibly be as vile as his villain, Sir Rupert Massingham. Or, for that matter, which junior whip in the Lords has the acumen and cunning of his hero, Derek Thyrdie. I can reveal, though, that the lobby correspondent is based on the veteran Ian Aitken. To disguise him, Bertie has his journalist downing a bottle of bourbon a day.

Peers are not paid. Their accountants cringe every time anyone suggests they receive an attendance allowance — which they do not. But they can claim travelling and "subsistence" expenses. The Lords' accounts office has been working hard to process the bills for the massive 501 vote on May 23 to quell the peers' revolt over poll tax. They totalled £40,606.21. No doubt Nicholas Ridley thinks it cheap at the price.

The Euro-constituency of London South Inner is looking for a new Conservative candidate. Lord Denham has poached their first choice, Lord Strathclyde, for the Whips' Office after the departure of Lord Beaverbrook, another of Whitelaw's "boy scouts" who earned his laurels with the complex Copyright Bill and standing in for Lord Young. Young Beaver is now the party's deputy treasurer.

Norman Willis on the wider implications of the GCHQ union ban

## Britain against the world

significance, is the way it shows up the Government's cavalier disregard for civilized international standards. By depriving GCHQ employees of the right to belong to a trade union the Government, in 1984, violated Convention 87 of the International Labour Organization.

The ILO is a specialized agency of the United Nations. It holds a unique place in that it brings together not only governments but representatives of employers and trade unions. It is the only UN agency which has made detailed and effective provision for supervising compliance with the conventions it adopts on basic human rights.

In the GCHQ case the ILO has called unequivocally on the Government to resume negotiations with the Civil Service unions to find arrangements

which would enable GCHQ to operate without disturbance 24 hours a day and enable the Government to honour its obligations under Convention 87.

Before GCHQ the Government had always accepted the conclusions of the ILO's two key committees. It paid tribute to their independence and impartiality. It acknowledged that membership of the ILO carried with it not just an obligation to abide by ratified conventions but also to comply with ILO procedures and recommendations. In response to the rebukes at the annual International Labour Conference this year, the British representative said the Government maintained its esteem for the ILO and reaffirmed its complete confidence in the integrity of the Committee of Experts, but said that in the case of GCHQ alone they were wrong. Britain only just managed to avoid being put on a list with such violators of human rights as the Dominican

Republic, Pakistan and Iran. Apart from GCHQ, the ILO's Committee of Experts and the Association on Freedom of Movement have recently concluded that the Government was also violating Convention 87 by depriving teachers of the right to negotiate their pay.

In its approach to the ILO and to the UN system generally the Government's approach is as niggardly and grudging as it can be. It has denounced — derided — more conventions than any other government in the world.

In a Britain where all too often our birthright of freedom has been surrendered it is some consolation that the ILO identifies and condemns the violations. It is only a shame that its role and standing are too little understood and appreciated in Britain.

The ILO may have no more divisions than the Pope, but like him it carries moral authority. Being in the dock before other governments in the ILO and being convicted there is not

without its cost. It means that the British government will not be able to preach to other governments on human rights issues without exposing itself to a charge of hypocrisy. That is regrettable for several reasons. First, as Amnesty International recently made plain, human rights are under attack almost everywhere, so any undermining of the position of the countries which traditionally defend them is to be lamented. The abandonment by the British government of the high ground leaves a serious gap in the defence of freedom.

Secondly, being found out in breach of international law weakens the fabric of trust and confidence between nations and the rule of law itself. If we do not value the rule of law the day will come when we will not have it any more.

The worst consequences of the Government's defiance of the ILO is the weakening of the ILO and the UN itself. The ILO has a proud record as a friend of

people in employment, as a defender against exploitation or by an overbearing and intrusive state. The UN system provides the best hope for the introduction of reason and international relations in an increasingly interdependent world. Moreover, through the conventions, the ILO expresses in rules of law a solidarity which is crucial for future social and economic development.

By its actions the Government diminishes the ILO and the UN system and undermines the role which it is uniquely equipped to play in laying a basis for improving the quality of life for all people, for easing the conflict between and within nations, for securing peace, and for introducing fairness where it has been lacking.

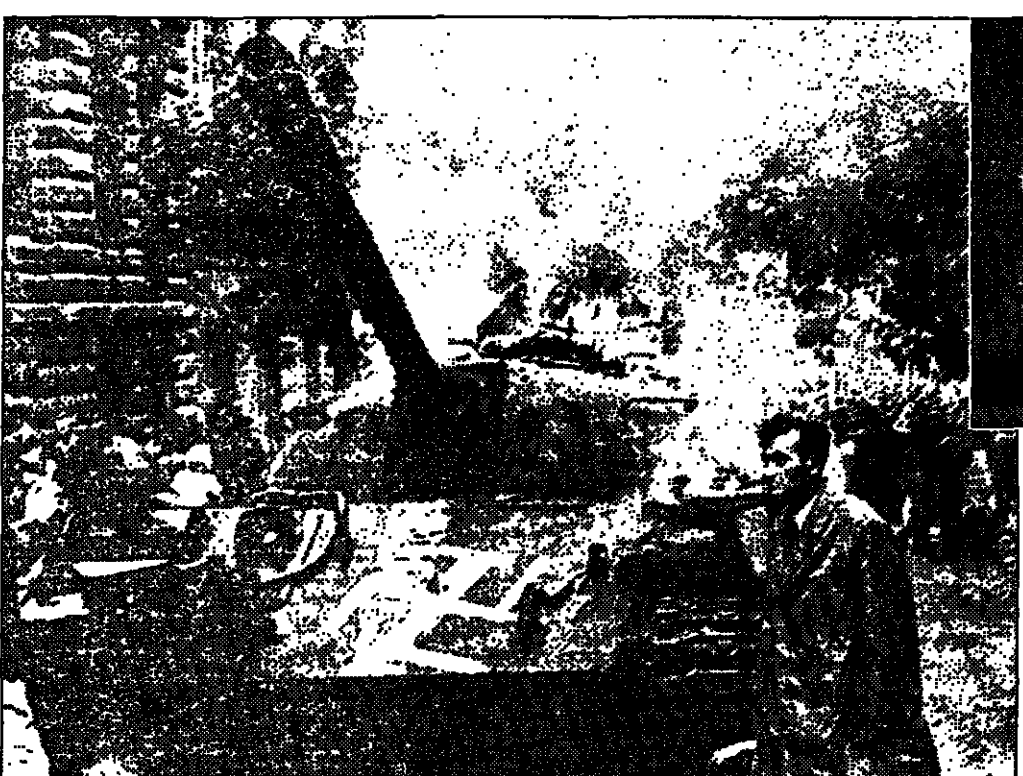
In a period of little hope and many problems, accepting the rules, preserving higher standards by important countries like ours is the only effective way of turning hope into solutions.

That is not what this government has been doing. All too often it has seemed too much like a football job on a foreign terrace behaving disgracefully but waving a Union Jack and saying he was "doing it for Britain".

The author is general secretary of the TUC.

Jacques Rupnik

## Gorbachov's small beer



Prague, August 1968, and Czechoslovakia's attempt at *perestroika* is crushed under the tracks of the Soviet tanks. One problem for Gorbachov today is East European expectation of more than his current reform programme at home

"Russification" of Eastern Europe has failed; these countries feel more than ever that they belong to the West. But economically they drift more and more into the Soviet orbit, and the economic and technological gap between the two Europes is growing.

Paradoxically this is taking place while *glasnost* has made it more evident than before that the Soviet economy is a failure and that Moscow can no longer be a model for the legitimacy of the empire. Thus the scale of economic decay revealed by *glasnost* has confirmed what the peoples of Eastern Europe already knew: that the centre of the empire is more backward than the periphery.

But the main difference between the predicament of *perestroika* in Moscow and at the western periphery of the empire lies in the nature of the societies themselves. In Moscow, *perestroika* is being administered from above on a reluctant, atomised people. "Where's the beef" (literally), they shouted at Gorbachov during his recent tour of Siberia. In Eastern Europe major attempts at reform and democratization in 1956,

1968, and 1980 were backed by the powerful pressure of a society with a democratic political culture, so different from the Russian political tradition of autocracy reinforced by 70 years of communist rule.

Viewed from Warsaw or Budapest the chances of Gorbachov's reforms ultimately depend on the plausibility of a transformation of Russian/Soviet political culture.

Viewed from Moscow, however, they depend on the possibility of dissociating reform of the system and reform of the empire. From Armenia to the Baltic countries the message is clear enough: *glasnost* also brings nationalism to the surface. The last thing Gorbachov needs is for demands for democracy and national autonomy to spread from the inner to the outer periphery of his empire. An explosion there could mean the end of *perestroika* in Moscow.

This is an argument carrying some weight among political elites of all persuasions in the West: trouble in the Soviet empire is bad news for Gorbachov and thus for his efforts to improve East-West relations, in what he calls a "common European house". Gorbachov is, of course, particularly skilled at using his internal weaknesses as foreign policy assets. But in making their minds up about Gorbachov the West Europeans should not forget the experience of the countries of the other Europe.

They have been the laboratory for reform of the Soviet-type system for twenty years and as such have revealed its limits. They have been part of a common house with Moscow for more than forty years and their message only when each nation in Europe has its own house can an all-European one have any meaning.

The author is presenter of the Channel 4 series *The Other Europe*, which started yesterday. His book of the same title is published by Weidenfeld & Nicolson (£14.95).

Commentary • ROBIN OAKLEY

## Transatlantic takeover

Next year, no doubt, it will be balloons as well. The flag-waving, dancing-in-the-aisles final day of the Conservative conference becomes more like an American political convention every year. Banners at Brighton reading "Thatcher and Bush — the real dream ticket" only underlined the message.

The Americanization of British politics rushes on. It is no coincidence that Harvey Thomas, the Tories' director of presentation, used to work for the evangelist Dr Billy Graham. And the phenomenon is by no means limited to the Tory party.

At the last election the highly successful "Jonathan Livingstone Kinnoch" cliff-top film of the Labour leader owed much to the developing use of personal videos by American politicians.

At the 1987 Greenwich by-election the former SDP/Liberal Alliance gave us a foretaste of American techniques with computer-written mailings tailored with such precision that they could almost address particular messages to left-handed schoolmistresses living in cul-de-sacs.

But how far do we want to go down the American road? There is a warning for us all in a new book\* by Frank I. Luntz about campaigning styles and practices in the US.

There, shoe leather spent tramping the streets and banging on door knockers doesn't count any more. Candidates use direct mail shots and paid media to reach their constituents and employ pollsters and media experts to research and produce an effective message.

"Each election cycle seems to bring an added level of technical sophistication, often going beyond the understanding and interest of the candidate," Luntz writes. "Dependent on professional consultants, candidates have become less involved in decision-making in their own campaigns, sometimes appearing more like spectators than participants in the electoral process."

According to Luntz, computer technology has brought a revolution in the areas of polling, direct mail, media placement, voter analysis, demographic analysis and voter identification. "The integration of these specialised techniques, through computerisation, has allowed campaign consultants to develop highly defined campaign messages, determine the matter of communication, target precisely the intended audience and then measure the campaign's success or failure."

State-of-the-art "geodemographic" direct mail shots can now be tailored paragraph by paragraph according to the recipient's age, sex, race, income, occupation, home ownership and past voting pattern (where known). By the end of this year US voter registration lists will be totally computerised, enabling campaigners to target specific constituents in any voting district.

The larger-sized survey firms are installing CATI, a computer-aided telephone interviewing system which plugs voter responses immediately into a computerized cross-tabulation programme. Survey firms pay

groups of voters to watch television and then test their reactions to the political commercial shown during the period. So campaigns can now react within hours to a changing political climate.

Video tapes are beginning to replace personal campaigning. One result of the increasing use of TV and video, says Luntz, has been a much greater success rate for those fighting "negative" campaigns which focus on the weaknesses or past mistakes of their opponents.

As the technology becomes more complex the gap between the technical experts and the bemused candidates will continue to grow, making them ever more dependent on the professional handlers. It can't happen here? It is already happening here, even with a prime minister as concerned about policy as Mrs Thatcher. The most chilling thing I have heard in politics in recent years was a leading figure in Saatchi and Saatchi telling a post-1987 election forum at Essex University that his agency had been involved in drafting ministers' speeches for the crucial 1986 party conference which laid the foundations for victory a year later.

The more politicians come to rely on pollsters, advisers and campaign specialists to tell them what people are thinking, and how to reach those people, the more they are likely to surrender control of the message itself. We want politicians who pay heed to what the people say. But do we want politicians who only pay heed to what the people say?

Of course there always has been packaging in politics. Of course polling research on the issues is sensible. A politician's ability on TV is now an important factor in his or her success.

But we must be on the watch against politicians here having their strings pulled by men like Patrick Coddell, whose famous political strategy directive for Jimmy Carter warned: "Too many people have been beaten because they tried to substitute substance for style."

Bruce Babbitt, asked if his poor speaking style would not prove a handicap in this year's presidential nomination contest, replied cynically that if they could teach Mr Ed (a TV horse) to speak then they could certainly teach him. But if the professional groomers take over, will we be able to tell the real thing from cardboard?

The cost of the new technology makes parties dependent on their backers, warns Luntz. And since backers produce big money largely in the hope of influencing current legislation that gives incumbents too big an advantage. The political machine minders have become so powerful that the candidates themselves are secondary figures. American television stations, in the words of one veteran political consultant, now cover the elections as though they were covering a horse race, disregarding what "the horses" are saying.

It is a message our politicians too might ponder. "Candidates, Consultants and Campaigns" by Frank I. Luntz (Blackwell, £19.95).

OCT 19 ON THIS DAY 1826

One of the hardest of Britain's political annuals, existing both in support and opposition in every party, is the introduction of lotteries. For proponents of lotteries make use of the fact that between 1709 and 1824, they provided the government with considerable sums of money, much of it used for what might now be described as inner-city regeneration and for such specific purposes as the purchase of picture galleries. Paradoxically, they were abolished in the reign of that unmitigated gambler, George IV.

### STATE LOTTERY

Yesterday afternoon, at about half past six o'clock, that old servant of the state, the Lottery, breathed its last, having for a long period of years, ever since the days of Queen Anne, contributed largely towards the public revenues of the country. This event took place at Cooper's Hall, Beak Street, and such was the anxiety on the part of the public to witness the last drawing of the lottery, that great numbers of persons were attracted to the spot, independently of those who had an interest in the proceedings. The gallery of Cooper's Hall was crowded to excess long before the period fixed for the drawing (5 o'clock) and the utmost anxiety was felt by those who had shares in the lottery for the arrival of the appointed hour. The annihilation of lotteries, it will be recollected, was determined on in the session of Parliament before last, and thus a source of revenue bringing into the Treasury the sums 250,000L and 300,000L per annum will be dried up.

The concourse of persons in Beak Street was very great;

indeed the street was almost impassable, and everybody seemed desirous of ascertaining the fortunate numbers. In the gallery the greatest interest was excited as the various prizes were drawn from the wheel; every one looked with anxiety to his share in order to ascertain if fortune smiled on him. Only one instance occurred where a prize was drawn and a number called. The fortunate person was a little man, who, no sooner had he learned that his number was a grand prize, than he buttoned up his coat and coolly walked off without uttering a word.

A leading article commented: Yesterday terminated the Lotteries in this country — may we say for ever? We know not. Such a result will depend upon the wants of Government, and the morality of its Ministers. However, we rejoice at their suspension — a suspension which we hope we have in some degree assisted in effecting — yet rejoice with fear. Looking at the Stock Exchange, at the time bargains, and at all the iniquities practised there, we have only to hope that the place of the lotteries may not be supplied by some more mischievous system of lottery. Time was when all the robberies were committed on the King's highway. The lighting, watching, and general improvement of our roads, have nearly put an end to this practice; but house-breaking has unfortunately taken its place. And yet the people of England are not a gambling people like the French, as is evident from the fate of the last lottery. We have heard that hardly half the tickets were sold; from which it is evident that the spirit of lottery-gambling was extinct before the system; and if that spirit had not been kept alive by incessant stimuli, it would have expired long ago.

ROCARD AT





1 Pennington Street, London E1 9XN Telephone: 01-782 5000

## DREAMING AND GIVING

Next week the Vice-Chancellor of Oxford University, Sir Patrick Neill, is to launch an appeal for £200 million, the largest ever by a British university. Habits of giving have changed many times since Oxford's medieval origins when it was largely built on benefactions. By turning the clock back, it hopes to secure its future. By setting a successful example, it ought to help secure the futures of other seats of learning too.

Until recently, virtually all of the gifts to Oxford could be classed as private and individual, unless the gifts from their own resources by long dead kings, queens and royal dukes were regarded as of the public purse. More to the point, royal gifts and those from princes of the Church and lay magnates were private in the sense that they were unconditional — which public money cannot so easily be.

Nothing was required in return save a little polite flattery to whichever dynasty was in the ascendant. When Duke Humphrey of Gloucester gave Oxford his books which were to be the origin of the Bodleian Library, the gift was without strings. Nobody said what should be taught or how. The donors gave in trust. They did not, to borrow a phrase, ask for something-for-something.

Although, however, private giving has remained the particular strength of the ancient universities, the greater part of it has been to the independent colleges which are the core of academic and social life. It well illustrates the nature of Oxford's development to recall that the university as such had no buildings of its own worth speaking of before the Divinity School was built at the end of the 15th century. Duke Humphrey's Library was later placed above it. Foreign visitors to Oxford still ask where the university is and get no clear answer.

In recent decades, the tradition of giving to colleges has remained vigorous. The old members of colleges are constantly appealed to for money to maintain fellowships, sustain the fabric or the gardens or build new blocks and quadrangles. Private money has also contributed heavily to new colleges.

None of this, however, directly helps the university as such, whose now extensive financial and teaching responsibilities have eroded its financial independence. Though less dependent on the "block grant" from the taxpayer than other universities, it has come increasingly under Treasury control, by way of the UGC, since 1945.

The largest single cause of this regrettable loss of freedom is the cost of modern science and medicine, which falls on the university and not the colleges. There is also the university's contribution to the cost of professional chairs and lectureships (college

fellowships are in effect jointly funded by university lectureships and by the colleges) and the rising cost of maintaining the Bodleian Library and the Ashmolean Museum.

As a result of the level of government funding in recent years, the university has been driven to economies which leave chairs and lectureships unfilled and which have led to the abolition of a large number of posts. The university has each year to call on reserves. These are expected to be exhausted within four years, after which it will move into deficit.

The purpose of the appeal, however, is not simply to deal with an immediate financial crisis. Its purpose is also to lessen the university's present 45 per cent dependence (it was as high as 66 per cent in 1972) on the government money which diminishes its autonomy. Ultimately, the question is whether the university can recreate something like the financial freedom which it enjoyed before the period of post-war state dependence.

In this attempt, there should also be a lesson for the newer universities which do not enjoy the endowments of Oxford and Cambridge and have been financially dependent on the State from birth. Although in all universities there is a welcome increase in industrial funding, most of this is related to specific projects. It is not open-ended. Something more is needed.

True, it is not as easy for the other universities, with their now largely UGC-funded utilitarian architecture, to draw on the emotional loyalty of former students; Oxford, built in other times and to a finer standard, has an easier task. Some newer universities have already, for lack of funds, had to give up such older buildings or privately built colleges as they possessed.

Yet in the quality of their teaching and students, many of these universities have no reason to consider themselves in a second rank. It would, therefore, be good to think that these universities would also begin to build up their standing and independence by appealing more directly to their graduates and to other potential benefactors. Such funds could help them too to become places to which future generations of old members would give the emotional and financial loyalty to which Oxford is accustomed.

What is at issue is nothing less than the extent to which modern universities can move towards greater freedom from government and the conditions attached to its money. There are no easy or quick answers to the questions of the right balance between public and independent financing. But Oxford is saying the first word in what could be a great debate on university independence, if those away from its famously dreaming spires have the interest to take part.

## BELGIAN JUSTICE

The opening of the Heyssel Stadium trial in Brussels has been unfortunate — but not necessarily unfair. It has taken more than three years for the prosecution to assemble its evidence, and many weeks will pass before the British defendants know their fate. The start has appeared to be chaotic because a sequence of legal submissions, punctuated by unscheduled adjournments and personal angst, are unnerving for those who neither speak the language nor understand the legal code. But that does not in itself prove any failing in Belgian justice.

It was always bound to be a complicated hearing. The hours of video film and 47,000 pages of written evidence point to the nature of the case. The stakes, however, are high. The accused have been brought to court by means of almost unprecedented co-operation between the police forces of both countries. If this is to set a pattern for the future, it is important that the conduct of the case should be beyond reproach.

Much of the legal argument so far has concerned the number of witnesses to be called. In Belgium it is customary for the prosecution to record evidence in writing, then to call only those witnesses whose part in the case is controversial.

It would seem that in this case the prosecution had wanted to call none of them, on the grounds that the recorded written evidence was so extensive. The argument over the last few days has thus centred on allegations over the integrity of the video tapes and over the need for cross-examination.

The conduct of the trial has not been

completely beyond criticism. The defence lawyer, Mr Serge Moureaux, who is also a socialist deputy in Parliament, has demanded that the former Belgian Minister of the Interior, who resigned after the Heyssel disaster, be called as a witness. This has threatened to give the hearing an unnecessary political overtone.

Similarly one may question whether the defence and prosecution (with the aid of the judge) should not have settled the issue of calling witnesses long ago. The case is already expected to last for five months, partly because those defence lawyers who are giving their services without pay are having to earn their keep in other courts.

There is a dangerous assumption in this country, however, that the British judicial system is incomparable. When British nationals have to appear in courts abroad, it is too often thought that they are somehow being hard done by. There are, indeed, parts of the globe where this is so. But these do not include our European partners.

The Belgian legal code is different from that in Britain, but there is no reason to dismiss it as inferior. Defendants may feel at a disadvantage by not speaking the local language and by appearing amid strange surroundings. But this is why local lawyers have been briefed.

The attention of all Europe will be focused on this trial, which is why it is so important to get it right. So far it must dismay those who were looking for swift progress. But those who want to see the cause of justice served have, as yet, no good reason to despair.

## ROCARD AT THE BARRICADES

Strikes in France have traditionally had a ritual quality. Disruptive but brief, they are the politics of the streets. But, in recent years a few — notably the French railwaymen's strike two years ago and the three-week-old nurses' dispute this autumn — have shown signs of developing some of the characteristics of British labour confrontations.

The question is whether this week's 24-hour public sector strikes, called yesterday by the Communist CGT and for tomorrow by the six non-Communist labour federations, will develop into anything resembling a winter of discontent for the Government of M. Michel Rocard. Even if they do not, they represent a challenge which a Socialist Prime Minister, who campaigned on a twin platform of austerity and social equity, cannot neglect.

Since the economic U-turn of the last Socialist Government in 1982, France has operated a fairly rigorous public sector wages policy. It has had majority support. Part of M. Jacques Chirac's loss of prestige after the strikes in 1986 was due to the perception that he had been indecisive and ultimately weak.

M. Pierre Bergeyrov, restored to the finance ministry this summer, is determined that wage restraint, the battle against inflation and the cutting of the public sector deficit top the political agenda. For this year's public sector pay round, its global offer, at 2 per cent (and marginally more for railway workers) is lower than the anticipated 1988 inflation rate.

The unions are demanding the extra 0.8 per cent which would put them on a par with

inflation. They argue that the economy is doing well enough for them to be given some of the "solidarity" the Socialists promised. With economic growth at a healthy 3.7 per cent, and tax receipts swelling, the anger in the rank and file of the unions is unmistakable.

M. Rocard is, however, in a strong position. President Mitterrand, never averse to playing the generous father of the country, has reluctantly accepted that there is no alternative to declaring his "total confidence" in a government that he cannot, under the constitution, dismiss until next summer.

The Prime Minister has no working majority in Parliament but, the Communists apart, there is broad bipartisan agreement that to relent would be to jeopardize France's economic recovery. The August trade deficit, the worst since 1983, adds point to economic indicators suggesting a consumer boom.

The left, never enthusiastic about M. Rocard, may sharpen its knives but is not yet in a position to plunge them in. The right has shown remarkable unanimity in supporting legislation to provide basic income support for 570,000 poor French households, an important Socialist election pledge.

M. Rocard sees "equity" in terms of social investments, in housing, education and vocational training. With subsidy to the railways already double the higher education budget, this must make sense. But if prolonged strikes take hold, he will be under pressure to put his promises directly in the workers' pockets.

## Arm of the law on Sunday trade

From the Chief Executive of Surrey Heath Borough Council  
Sir, The Conservative Party conference last week again emphasised the desire to see law and order maintained. Does the party, however, mean that all law should be maintained?

All over the country the law relating to Sunday trading is being broken by large national companies and the Government does nothing to deter them. This week I have to issue proceedings in the High Court pursuant to the council's statutory duty under the Shops Act to obtain an injunction to stop a large multiple retail firm selling goods on Sunday in this borough contrary to the law.

If the Home Secretary were to say that he does not intend to spend his time on trying to reform the law until the existing law is obeyed, I suspect that the companies involved would cease their present illegal activities.

Why does his colleague, the Attorney General, not go to the High Court himself for an injunction to restrain these national companies from trading illegally throughout the country, instead of leaving it to conscientious local authorities to spend their ratepayers' money in obtaining injunctions against the same company which will only bite in their own boroughs?

My council does want to see the law reformed. In the meantime, my members and I thought it was axiomatic that it should be obeyed.

Yours faithfully,  
M. F. ORLIK, Chief Executive and Town Clerk, Surrey Heath Borough Council, Surrey Heath House, Knoll Road, Camberley, Surrey, October 17.

## Britain and USSR

From the Editor of Soviet Weekly  
Sir, I found your editorial, "The Gorbachev challenge" (October 12), rather amusing. The author seems to have contemplated all the possible angles of Britain's policy towards the Soviet Union, except the most obvious and natural one.

I am not afraid to appear banal in stressing that the Soviet Union seeks normal, mutually beneficial and — to put it simply — good relations with Britain.

I am quite confident that Britain would gain as much from such a relationship as the Soviet Union. No more, no less. So, it seems a little inappropriate to speak of the assistance allegedly required by Mr Gorbachev.

Of more use to Britain would be some self-assistance. What is needed is a more profound and thorough debate on, and understanding of, the ideas and principles of the "new thinking" which constitutes the essence of Soviet foreign policy.

Yours sincerely,  
VICTOR ORLIK, Editor, Soviet Weekly, 3 Rosary Gardens, SW7, October 13.

## A sporting chance

From Mrs Sally Juniper  
Sir, I was appalled to learn from your report (October 13) that Sport for Sport Aid, the company which set up the Race Against Time, has gone into liquidation and does not intend to pay the creditors. The report reassures those who gave money that their contribution is safe with the Sport Aid Foundation.

But what about the creditors? They include many organisations, large and small, and many individuals who worked hard and in good faith. They earned their money and need to be paid. Events on this scale cannot be organised by a few volunteers giving their services free.

I am sure that all of us who gave to Sport Aid would prefer that the creditors should be paid first and that the balance should then be used by the Sport Aid Foundation. This problem must be prevented from happening again, otherwise the organisers of charitable events will find no one willing to work for them.

Charity is about caring — not exploiting.  
Yours faithfully,  
SALLY JUNIPER, 29 Eghelton Road, W12, October 13.

## Future of dentistry

From Professor Alan Boyle  
Sir, Professor Mark Ferguson (October 6) asks why the two dental schools recommended for closure in the report of the UGC's dental review working party have not yet been closed. This question deserves an answer.

The UGC proposals were feeble, based on the premise that a 10

## Ballet poser

From Mrs Lucy Harrison  
Sir, I am intrigued by the concept suggested in the letter today from Mr Simon Townley of ballet as a "sitting target", and have to admit to wasting some of the remainder of my supposedly working time, this afternoon, in trying — and failing — to envisage this.

Perhaps one of your staff artists might help?  
Yours etc,  
LUCY HARRISON, 6 Blenheim Close, Winchmore Hill, N21, October 17.

## Going by the book on State secrets

From Lieutenant-Colonel T. H. Pares  
Sir, I am a former servant of the Crown who had access to "top secret" information.

If, in Lord Griffiths's words (David Owen's article, October 14) I had discovered that "some iniquitous course of action was being pursued that was clearly detrimental to our national interest", then I should have tried to persuade my superior to act.

Should they have failed to do so, then I would have considered that loyalty to the Crown relieved me of my duty of confidence, whatever the current law may have been.

Yours faithfully,  
T. H. PARES, Mill House, North Creak, Nr Fakenham, Norfolk, October 14.

From Mr Chapman Pincher  
Sir, Lord Armstrong's article (October 15) is a most welcome attempt to throw light on the Government's decision to permit publication of my book, *Their Trade is Treachery*, in 1981, when it had ample opportunity to prevent it. However, his main admission only compounds the mystery.

Lord Armstrong states that the Security Service (MI5) had informed him, as Cabinet Secretary, that an early typescript of my book had been passed to it by an intermediary. But he admits that he was not told that the intermediary had offered to ensure that my publisher would not proceed with it if the security authorities, or the Government, regarded the contents as being seriously damaging to the national interest. The essential question that remains is, why was he not given this quite crucial information?

## MI memoirs

From Mr Jack Kane  
Sir, I am one of the 15 former British intelligence officers referred to in your report of October 12, "Former MI5 men queue up to publish memoirs". I am the only one to have taken allegations that the Government was "leaking like a sieve" through every official channel right up to two prime ministers before "going public". On May 20, 1980, Mrs Thatcher told the Commons that my allegations were "largely without foundation".

That thousands more secret documents from my department were subsequently handed over to Soviet agents (Geoffrey Prime and the Cyprus secrets case) was not only a major betrayal of the nation's secrets to a possible hostile power, it was also a complete vindication of my allegations, and a tremendous embarrassment for the Prime Minister.

Despite the conviction of Geoffrey Prime, and the disclosure by the prosecution in the Cyprus secrets case that 2,000 secret documents from the GCHQ base in Cyprus had been handed over to Soviet agents, the security commissions of Lord Bridge and Lord Griffiths investigating those betrayals disregarded my allegations.

## Windsor files

From Mr John E. Costello  
Sir, Professor D. Cameron Watt's "surprise" (October 15) that I failed to consult him over the German Foreign Ministry's Windsor files is itself surprising. For in January this year, during a lengthy transatlantic telephone discussion, he raised all the points made in his letter. They are cited to Professor Watt and examined on pages 457-461 of my forthcoming book, *The Mask of Treachery*.

Nowhere in the book, or in the excerpt published in *The Times* (October 15), do I claim, as

The Cabinet Secretary was the sole conduit for the secret information about this matter to the Prime Minister, Mrs Thatcher, and the Home Secretary, Lord Whitehall, when the ministerial decision on whether to prevent or permit publication was taken. So it is now certain that neither of them knew of the offer, made on behalf of my publisher, to suppress the whole book when they agreed to its publication without any deletions.

As I have pointed out in detail, in a recent book, published in paperback as *The Spycatcher Affair*, it is virtually certain that Peter Wright would not have won his original case in Australia if *Their Trade is Treachery* had been suppressed. The defence's main argument was that Wright should be able to publish his account because all the relevant information had already been put on record by me, with Wright as a major source.

Lord Armstrong suggests that, even if he had known of the intermediary's offer and it had been taken up, I could still have gone to another publisher. I would, most definitely, not have done so.

Apart from my own feelings about the issues, my lawyer would never have allowed me to publish if the intermediary had been given a clear-cut statement that *Their Trade is Treachery* was in flagrant breach of the Official Secrets Act. Prosecution would have been almost inevitable and, being then a freelance, I would have been in no position, financially or legally, to defend myself.

Yours faithfully,  
CHAPMAN PINCHER, Church House, 16 Church Street, Kintbury, Newbury, Berkshire, October 15.

Those ministers and others who pontificate that I should "stay silent until the grave" should ponder: aware that security failings were allowing secrets to flow out of GCHQ, and having failed in my attempts to alert even the Prime Minister of the dangers to national security, where else could I go but public?

Yours faithfully,  
JOCK KANE, 20 Hengistbury Road, Barton on Sea, New Milton, Hampshire, October 12.

From Wing Commander S. John Peskett  
Sir, As an officer in various of our intelligence departments during and after the war, I cannot see that the law lords' decision on *Spycatcher* alters my obligation under the Official Secrets Act, which I have signed on several occasions, after having been told to read it first.

The queue of former MI officers waiting to make a fortune on their own *Spycatcher* books are surely just as bound by the promise they made when they were taking the Government's money. I am, Sir, yours sincerely,  
S. JOHN PESKETT, 75 Mount Ephraim, Tunbridge Wells, Kent, October 15.

Professor Watt implies that I do, that Churchill actually succeeded in suppressing the captured German Windsor files. I only argue that Cabinet records reveal how sensitive the matter was because he repeatedly sought "to destroy all traces of these German intrigues".

That is a direct quote from the Cabinet records. Is not the faintest ink a more reliable source of history than the strongest memory? Faithfully yours,  
JOHN E. COSTELLO, As from 2 Lincoln Square, New York 10023, USA, October 17.

Francis Sitwell about another matter two years later, and in 1977 she provided copies of Sacheverell Sitwell's letters for Mr Denys Sutton's book on him.

There can be no possibility of a "definitive" edition of Eliot's correspondence for many years to come. At this stage Mrs Eliot hopes to present a true picture by a wide selection which will run to several volumes, during the course of which other letters, at present untraced, may come to light.

Yours faithfully,  
MATTHEW EVANS, Chairman, Faber and Faber Ltd, 39 Queen Square, W.C1, October 17.

## Eliot letters

From the Chairman of Faber and Faber Ltd  
Sir, May I correct a mischievous impression of the editing of T. S. Eliot's letters given by Michael Hastings (October 5). In response to an enquiry from Mrs Eliot in April, 1974, Sir Sacheverell Sitwell wrote a charming, handwritten letter, confirming that he had correspondence from Eliot among his papers, but said he felt he could not search through the accumulation of 50 years for it.

Mrs Eliot mentioned her disappointment when writing to Mr

understands that the very large patient demand served by UCL Dental School will still be there and they will still have to provide a dental hospital service following the closure of the academic part of the school. The likely savings will therefore be the salaries of the full-time academic staff of the Dental School, a sum which will be insignificant to the costs of running a national dental service.

The answer to Professor Ferguson's question is that a wise decision has yet to be made about the future of UK dental education. At the moment the Government is pursuing a futile proposal: it should reconsider immediately. Yours faithfully,  
A. BOYDE, Department of Anatomy and Development Biology, University College London, Gower Street, W.C1, October 11.

Letters to the Editor should carry a daytime telephone number. They may be sent to a fax number — (01)782 5046.

## Green questions for rural Kent

From Mr Julian Brazier, MP for Canterbury (Conservative)  
Sir, In his letter (October 10) Mr Vye refers to the outcome of a recent test case, involving Canterbury City Council, which "means that local councils... will be required to compensate if they seek to enforce protection orders on woodland". May I assure him that the immediate legislation he calls for "to remove the obligation to compensate" is already in place!

Within a week of the test case he refers to the Speaker granted me an adjournment debate and the Department of the Environment promised immediate action. Only six weeks later a new set of regulations, to protect councils enforcing tree-preservation orders had been drafted by the department, agreed with the other three ministries concerned, and implemented. The Secretary of State, Nicholas Ridley, simultaneously set in motion a review of the whole area of tree-protection legislation to see how this can be enhanced.

Mr Vye's other points are all matters of concern to people living in rural areas, but he does not offer any solutions for the Government. In the case of the excellent Stour Valley School and the application to build an eyecore on the Barham Downs, it is surely common ground among all parties that decisions on these matters should be made in the first place locally, by councillors who are locally accountable, subject to the safeguard of an appeal to the relevant secretary of state.

Both these matters are subjects of an appeal at present, so the Government cannot respond; but, as the local MP, I can say that the proposed eyecore has been rightly rejected by Canterbury City Council and I and four of my Conservative parliamentary colleagues have assisted in opposing it, with representations to ministers.

I have also arranged to take a delegation to the Department of Education and hope to save Stour Valley School.

It is very easy to condemn the erosion of rural life which has sadly occurred over the last generation; but the solutions lie in constructive initiatives, such as the DOE's village housing schemes, rural plans agreed between local authorities and central Government, and greater parent power in schools — not blanket condemnation of change. Yours faithfully,  
JULIAN BRAZIER, House of Commons, October 10.

## Nursery slopes?

From Professor Keith Smith  
Sir, Those within Britain's universities will be grateful to the unnamed senior official from the Department of Education and Science for clarifying the real significance of an extra £500 per year on student fees ("Universities may charge extra fees", report, October 12).

After all, with declining student grants and no pay increase for non-clinical academics this year, they are unlikely to have experienced themselves of a skiing trip — second-rate or otherwise. Yours faithfully,  
KEITH SMITH, 7 Leighton Avenue, Dunblane, Perthshire, October 13.

From Miss Lisa Logan  
Sir, I would like to point out to her Majesty's Government that although to some £500 may be the mere "price of a second-rate skiing trip", for some parents it can constitute four or even five weeks' wages.

For those of us who have managed to overcome the "stigma" of a working-class background and the ignominy of a humble comprehensive education to rise to the heights of university academia, the local authority grant is our only source of income. Without such a grant I would have been unable to attain such glory.

To me, a law student at Leicester University, the thought of having to find an extra £500, literally from nowhere, to pay for my studies is preposterous and totally inconceivable. Yours faithfully,  
LISA LOGAN, 71 Clarendon Park Road, Leicester, October 12.

## A fine line

From Mr C. St J. Thomas  
Sir, Mr Elliott's dilemma (October 17) over how to dispose of his copy of *The Times* is one which I suspect has exercised the mind of many a reader.

Some years ago, as a very junior member of the firm, I can recall one of my senior colleagues handling the problem with panache. He left his copy on a bench in St James's Park. "Litter lout", stated the park attendant and a court summons was duly presented.

On being arraigned my colleague decided to appear in person to plead not guilty to the charge, on grounds of *pro bono publico*. The Bow Street magistrate, the redoubtable Frank Milton, listened with great courtesy, said that he fully appreciated the problem and promptly fined him £5.

Yours faithfully,  
CLIVE ST J. THOMAS, Hillside House, Wrotham, Kent, October 17.











## THE ARTS

## TELEVISION

## Fishing for fun

"All this therapy and analysis — is it just an attempt to exorcise your Englishness?" asked Iain Johnston, in *John Cleese's First Farewell Performance* (BBC1). It was a very interesting and English question posed by a man who knows his subject well. Johnston and Cleese have been friends and associates for some years and there is a definitive profile of the comedian in preparation for his 50th birthday in two years' time. This film, although billed by the BBC as everything you ever wanted to know about John Cleese, was mostly about the making of the film *A Fish Called Wanda*. Fortunately, it was begun before it became clear that this was going to be the most successful British movie of all time.

Cleese has never been in the business of mythologizing himself for the media; when an interviewer asks him a question he does not, Hollywood style, respond with an exclamation and a quick gag, but produces a thoughtful answer. Many of his responses to Johnston's probing could profitably have been expanded and there was a tantalizing sense that much of the most interesting discussions had been edited in the interests of entertainment.

*The Other Europe* (Channel 4) is a new series whose ambitious aim is to restore the communist countries of Europe to the consciousness of the West. Narrated and vividly written by a Czech, Jacques Rappik, the series began in Prague and travelled on to Poland, Hungary, East Germany and Romania.

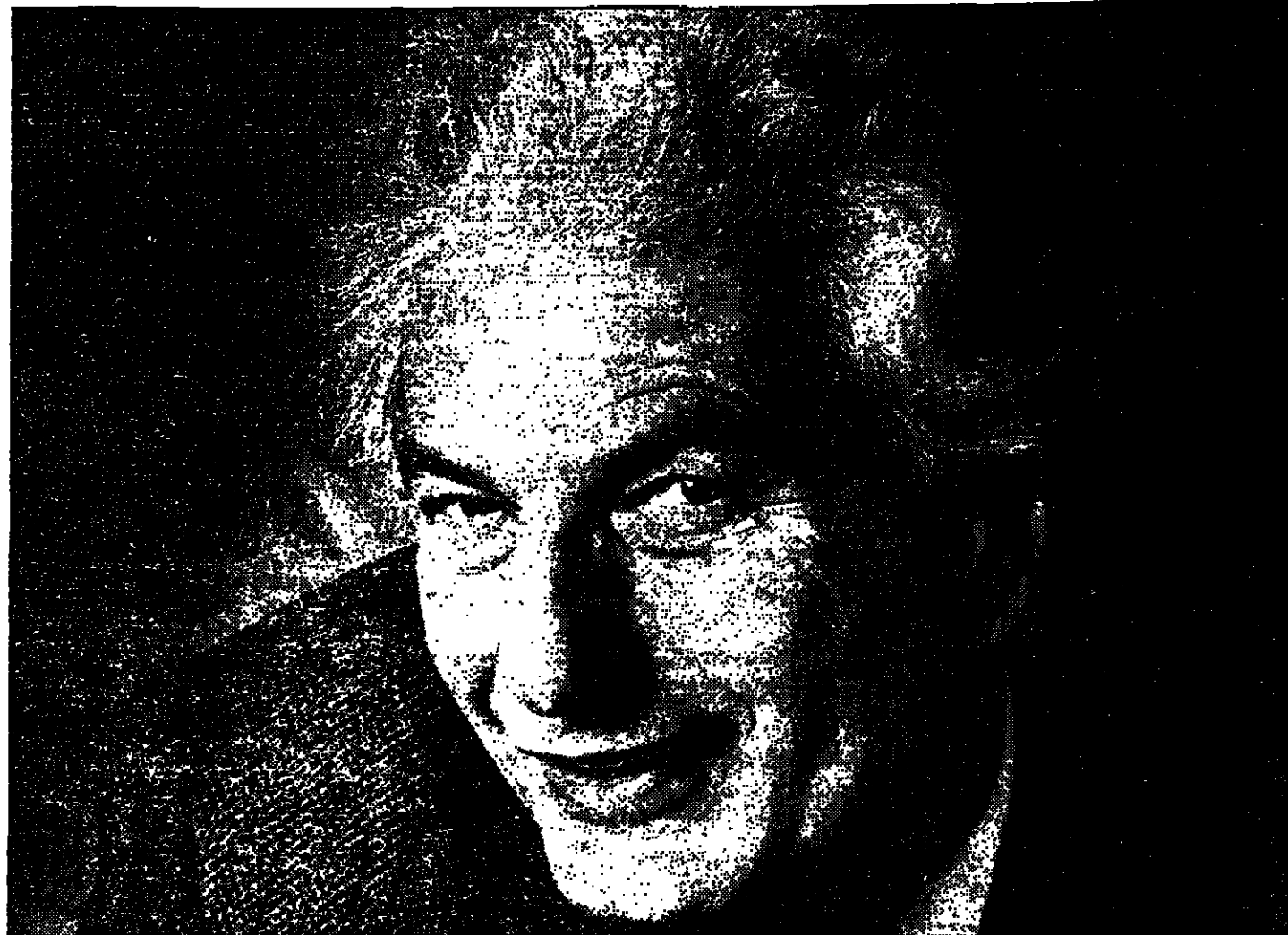
The programme assumed considerable historical sophistication on the part of the audience, but chose not to begin the story of what Rappik called "the historical and cultural heart of Europe" at the beginning. Its second aim is to explore the reality of life under the totalitarian regimes of these countries and it offers a collage of present-day realities. Impressively researched, with illegal television broadcasts and underground documentaries describing some of communism's less successful social experiments, it was also exquisitely photographed and promises to be increasingly interesting as it develops over the next five weeks.

Celia Brayfield

Richard Rayner talks to Joseph Heller about his latest challenge to the conventions of novel writing

## Another mission flown

CHRIS HARRIS



Easily persuaded to laugh: But Joseph Heller is still suffering from the effects of a 1982 attack of Guillain-Barré Syndrome, a nervous disease

Joseph Heller was a late starter. He did not publish a book until he was 38 years old, but when he did it was an instant classic which donated a phrase to common usage. The book's title, *Catch-22*, was also the phrase in question and it pointed to an absurdity central to the proper operation of bureaucracies. If you win then you lose, says *Catch-22*, but if you lose then you don't win. British Telecom users are familiar with the argument. "They say *Catch-22* even in the Kremlin," says Heller. "Both in English and Russian. I touched a nerve."

Heller is 65 now. He is white-haired and still somewhat frail as the result of a calamitous nervous disease — Guillain-Barré syndrome — which all but killed him in 1982. When cajoled into laughter (it isn't difficult), he bears a resemblance (God help him) to Derek Jameson. He has written four novels since *Catch-22* and at least one, *Something Happened* — a devastating story of unlocatable fear — which beats it hands down for style and emotional punch.

But he will always be tagged as the man who wrote that book, his critical reputation stalled back in the 1960s. The same has happened to Philip Roth. Like Heller's, his new novels tend to be greeted as new cars rolling off a production line. They're all very well, it is said, but they lack somehow the zip and zing of that great early model, the *Portnoy*. It's more than a little unfair.

Heller says: "I re-read *Catch-22* a few months ago. I was amazed by its energy and imagination. I worked hard on that book. Of course, I'm prey to the usual vanities. With each book I want both to outlast Judith Krantz on the best-seller lists and gain such acclaim that the Nobel committee has simply no option. And with each book I do try to do something very different."

*Picture This* is certainly different. Heller, who is always careful with his openings, begins this one at the leisurely pace of a history lesson: "Aristotle, contemplating the bust of Homer, thought often of Socrates; while Rembrandt dressed him with paint in a white Renaissance surplice and medieval black robe and encased him in shadows."

It begins like a history lesson for the reason that it is a history

lesson. Written from the contemporary standpoint, but swinging to and fro in time between 17th-century Holland and Athens in the 5th century BC, *Picture This* uses the device of bringing Aristotle to life while Rembrandt paints his picture, to retell the life stories of Socrates, Plato, Pericles and Alcibiades, as well as those of Aristotle and Rembrandt themselves.

Heller says, "I wanted to write a novel with no conflict, no romance, no adventure, no story line at all in the conventional sense. Critics have been saying, therefore, that it isn't a novel. They often say that about my novels. It's because they have fixed rules about what a novel

should and shouldn't be. I don't go along with that."

If *Picture This* is a novel, then it is a novel whose main theme is history and whose main characters are didactic points. Namely, that power and intellect are incompatible, that politicians wage disastrous wars for no good reason, that genius tends to be given, a hard time, and that humanity learns nothing from its mistakes.

Heller does a lot in this book. He notes that at the time when Athens was bequeathing democracy, the classical drama and the roots of philosophy to the West, its own politics were quite spectacularly whimsical, venal and vicious. He equates Athenian power-broking with that of contemporary

America. "That democracy should wish to deny others the natural rights claimed for itself is not unusual," he says.

He works in large sections of Thucydides, Aristotle and Plato, and, on occasions, another sort of philosophy, the downhome variety preferred by kafan-wearers and Kurt Vonnegut. "To know you do not know is to know a great deal. Wisdom consists in knowing there is no such thing." Ouch.

Heller does all this in *Picture This* and gets away with it most of the time, for the simple reason that he is funny. His most endearing quality as a writer is that he refuses to take institutions seriously; or rather, that he takes them so seriously they become hil-

arious. He is relentlessly sardonic at the expense of those in power.

He says: "You think that's not justified? You think anything ever changes? Look at Bush and Dukakis. It really won't make much difference which one is elected. America is ruled by business and its politics are controlled by image-makers and no one bothers to hide it. The machinery is there for all to see. There was a PR guy at the back of a Bush press conference the other week, a press conference mind you, shouting 'Lower your voice, George, you sound like a pig.' For Joseph Heller, history is debunk.

Picture This is published by Macmillan this week at £12.95

## DANCE

## Mystery moves

## Dancing and Shouting The Place

Ian Spink's new work for Second Stride opens this year's Dance Umbrella Festival. It is called *Dancing and Shouting*, and on the same principle, if Shakespeare had written his autobiography, he might have named it *Latin and Greek*.

Spink is a choreographer who prefers to use a minimum of movement, combined with speech, both arranged in repeating patterns. The hope is to convey something that could not be achieved in either a pure dance work or a straight play. The danger (and I think this time he falls into it) is that you may end up with something which is less satisfactory than either play or ballet, and that tells us less about the characters and their situation.

They are set, in the designs by Spink's associate director, Antony McDonald, against the background of miniature tower blocks. The cast make their entry clambering across the facades; often one or other of the performers arrives from or disappears into the roofs. Beneath this structure is not quite the kitchen sink, but flat tanks with water for the dancers to paddle, splash or wash themselves in.

The main themes of the fragmentary monologues or dialogues are science (genetics and medicine) and fantasies. Sometimes they coincide, as in a mad speech about giving birth to a flat, flabby, fully dressed baby, under the table in a nightclub.

Philippe Grandjean is the one member of the cast who can make the material sound interesting and credible, thanks mainly to his strong presence and timing, although he is helped by his accent, since we are used to such gnomish utterances in French art films.

The music by Evelyn Ficarra explores ancient modes in a modern way. It is coherently and dramatically performed by Mary Wiegold, soprano, with Ian Mitchell, clarinet, and Chris Brannick, percussion.

John Percival

## Polish NRSO/Wit Barbican Hall

Some strange economic process dictates that London hears many more foreign orchestras each season than it does British regional orchestras.

This orchestral traffic would be fun, except that one sometimes has the feeling that all orchestras (outside Division One) are beginning to sound the same. That is not surprising, everyone copies the same recordings. A great many Eastern European orchestras seem to be casting long-cherished national characteristics aside — heavy brass vibrato, antique woodwind timbres, and so on — and mimicking Chicago.

So, while one welcomed the Polish National Radio Symphony Orchestra — clearly a well-drilled band, efficiently conducted by Antoni Wit — one regretted that there was little here to surprise the ear. Based in Katowice, and built up after the war by Rowicki and Fielberg, the orchestra has played a key role in supporting the

## CONCERTS

current renaissance in Polish composition. Yet nothing by Lutoslawski, Penderecki or Baird was risked at the Barbican.

Instead, the homeland was represented by Chopin's E minor Piano Concerto — given a performance of well-calculated contrasts and unusually assertive character by the fine South Korean, Kwon Woo Paik — and by a miniature but magnificent slice of Szymanowski's *Nocturne and Tarantella*, a typically atmospheric mixture of exotic woodwind arabesques, sweeping string lines and highly original, silky orchestral timbres.

Richard Morrison

BBC WSO/  
Loughran  
Festival Hall/Radio 3

Other contributions to the "Beethoven Plus" series on the South Bank may be esoteric, but

the BBC Welsh Symphony Orchestra from Cardiff put one of their foundations in place in their broadcast programme. The Fifth Symphony has known steeper or more vehement performances, certainly more high-powered ones, but James Loughran, the Orchestra's chief guest conductor, chose instead to take it down the very middle-of-the-road in matters of interpretation.

Almost contemporary with the symphony was Weber's *Ruler of the Spirits Overture*, which began the concert, and where the only matter for regret was that the piece is so short.

Mozart's Concerto for Two Pianos (K365), has a diverting charm of its own. That was fully realized by Martin Roscoe and Peter Donohoe, who have been a duo piano team on occasion ever since they were music students at Manchester, and who complemented each other most stylishly. They brought out the work's warmth and poetry as well as its sparkle, and those are the qualities that best recommend it.

Noël Goodwin

## Questions remain unanswered

## THEATRE

Mrs Vershinin  
Riverside Studios

Helen Cooper has hit on a title that will be irresistible to people who have sat through *Three Sisters* wondering how the gallant Lieutenant-Colonel Vershinin can toll around philosophizing and making love in the Prozorov mansion if, as he says, he has left his two little girls in the care of a suicidally unhinged wife.

This prospect is so intriguing that you start inventing it yourself, and feeling cheated when you find it developing on different lines. At least it is good to make the acquaintance of a Yeliena Vershinina with a good deal more human substance than the stereotyped hysteric evoked by her grumbling husband. Cooper presents her as the child of a military family, desperately anxious for the love and approval of her parents who are too busy quarrelling to notice her. She is also highly sexed, and



Pedant and enchantress: Paul Bantall as Vershinin, with Julie Legrand

excites Vershinin by confiding her fantasies to him, only to find that, once their novelty has worn off, her husband reverts to a priggish pedant, who much prefers the company of the charmingly educated young Prozorov ladies. His supercilious indifference thus

drives her into giving him the pretext for his self-righteous complaints.

So far so good. There are two mutually exclusive ways of developing the material: either by devising a structure that forms a precise interface with the action of

*Three Sisters*, or by shedding the model and writing an original piece that anyone could understand. *Mrs Vershinin* fatally attempts to do both. It is roughly lined up with the Chekhovian action, showing the Colonel returning home after the nameday party and the carnival; and there are textual echoes, as where Vershinin courts his wife in the same ardent phrases that he later tries out on Masha.

On the other hand, there are childhood flashbacks and dream sequences, and, perhaps to make up for the absence of Yeliena's own children, her parents have moved in, still locked in their old marital miseries. Mike Bradwell's elaborately staged production offers two superlative performances from Julie Legrand, a pained, pained enchantress at the end of her powers, and from Rosalind Atkinson as her lethally suppressive mother. But the piece occupies an unfocused middle-ground from which it neither answers the Chekhovian questions nor takes off in its own right.

Irving Wardle

CATCH US BEFORE WE FLY!  
MUST END NOV 12 AND THEN IT'S HOME TO AUSTRALIA!

**The Fabulous Singlettes**

**STOP**

IN THE NAME OF LOVE

**'A GLORIOUS TONGUE-IN-CHEEK TRIBUTE TO THE LEGENDARY GIRL GROUPS'**

**PICCADILLY THEATRE**

BOX OFFICE 01-367 1118 C.E. 01-367 1111, 01-373 4444 (no bkg fee) 01-240 7200/01-741 9999 GROUPS 01-367 1113 PERFORMANCE TIMES MON-THU 8pm FRI & SAT 6pm & 8.30pm

**'A BLISTERING TRIO OF FUN-LOVING GIRLS. THEY ARE SIMPLY UNFORGETTABLE'**

MONDAYS ALL SEATS £5!

A Minute too Late  
Almeida Theatre

The better a mime, the closer it comes to a cartoon film. The climax of one theme in *Théâtre de Complicité*'s opening show illustrates this neatly. Jos Houben, who has the height and can put on the threatening condescension of a young Stephen Fry, emerges from the registrar's office where he has reported, through gesture and scraps of talk, his mother's death. The sliding door he attempts to close sticks half-way; he tries a second time; finally he gives it so powerful a jerk that the door leaps from its bearings and careers away into the distance.

The speeding door is actually not there to be seen, any more than the closed door is there when a ripe tomato is pushed under it by Simon McBurney, a player whose

speciality is a gauche male version of a bag-lady. Only cartoons express such superhuman energy; only in mime do actors come near.

*Complicité*'s theme in this show is death. (Other items in their 15-week Almeida season include *Anything for a Quiet Life*, a nightmare of office life enthusiastically praised here by Harry Eyres, and a Christmas piece *Please, Please, Please*, much enjoyed by me two years ago.) But death scarcely features in this performance. Nobody dies, and the team's treatment of its surrounding rituals, though played with spirit, is essentially frivolous and limited.

Many of their visual jokes are diverting and their showbiz dance to foot-tapping swing is superb; but the takeaway taste is that of a modest feast and no spectacle.

Jeremy Kingston

The Great  
**THOMAS GOODE**  
**1/2 PRICE**  
**ANTIQUES SALE**  
**STARTS TOMORROW**  
20-29th Oct ONLY  
Porcelain, China and Glassware  
19 South Audley Street, London W1  
Tel: 01-499 2823  
OPEN ALL DAY SATURDAY

"GLASS'S FINEST COMPOSITION, AND ONE OF THIS DECADE'S MOST COMPELLING PIECES OF ART IN ANY FORM" *HOUSTON POST*

## THE MAKING OF THE REPRESENTATIVE FOR

ENGLISH NATIONAL OPERA  
AT THE LONDON COLISEUM

MUSIC BY PHILIP GLASS

CO-COMMISSIONED AND CO-PRODUCED BY ENGLISH NATIONAL OPERA, HOUSTON GRAND OPERA, HET MUZIEKTHEATER, AMSTERDAM AND BÜHNEN DER LANDESHAUPTSTADT KIEL  
CO-PRODUCED WITH APTHEK, NEW YORK



NOVEMBER 9,12,17,22,30 DECEMBER 2,7,9,13,16 AT 7.30

## PLANET 8

LIBRETTO BY DORIS LESSING

AN OPERA IN THREE ACTS BASED ON THE NOVEL BY DORIS LESSING

TICKETS FROM £5 (DAY SEATS £2.50)

Will to give



## WEDNESDAY PAGE

## Whose benefit?

Shoes, gin or ballet classes — how do well-heeled women spend their child allowance? Lee Rodwell reports on a middle-class dilemma as the Tories wrangle over an extra 42p a week

There are many mothers in Britain who have reason to be grateful for the little yellow book of orders entitling them to receive child benefit. Yet these payments are once again causing conflict within the Tory party. The Treasury wants to hold them to £7.25 a week per child for the second year in succession; John Moore, the Secretary of State for Social Services, wants to increase them in line with inflation next April by about 42p to £7.67. (He would also like to have the benefit taxed or means-tested, but Mrs Thatcher has apparently ruled this out.)

Some eight million families claim child benefit, uprating it in line with inflation would cost about £130 million. The Treasury would prefer any additional sums to go into family credit, which is means-tested.

The child benefit scheme, introduced in 1977, now costs £4.6 billion, roughly 10 per cent of the total Social Security budget. Small wonder, then, that it has been a tempting target for successive DHSS ministers. So far, only the

fear that the political price may be too high has stayed their hands. There are arguments for and against the system. Many think it ridiculous that well-paid, or well-off, mothers should be eligible for benefit. But not all financially secure women share this view.

Former television presenter Beverley Anderson, now a senior education lecturer, says she needs child benefit to support her 13-year-old son, Hamish. She understands the arguments for means-testing child allowances but does not agree with them. And far from abolishing the benefit she thinks it is appalling that its relative value continues to be eroded.

"I think everyone should get money which acknowledges their role as a child rearer," she says. "I pay for it out of my taxes, not just for myself but for other mothers. In fact the word benefit galls me. I wish people would stop going on as if they were doing us favours."

"If people are rich the answer is not to take away child benefit, but to take extra in terms of tax," says Jilly Cooper, writer and mother of two, claims that "there were times when child benefit was the



Two champions, one cause: Marina Warner and John Moore both want to see more spent on childhood

### 'Mothers need to feel they are doing something society is pleased about'

Marina Warner

paid for out of child benefit. "I do tend to save the allowance up and then use it for things like shoes and uniforms," Parry says. "I'd jolly well miss it if it wasn't there, but I have to admit that I don't really need it."

"But I don't like means testing as a way of assessing need and I think the problems of introducing such a system would be so great that it is better to give the benefit to everyone."

Matthew and Harriet, the child-

### Moore fights Treasury for child benefit rise

By Polly Williams, Chief Political Correspondent

John Moore, Secretary of State for Social Services, is fighting a rearguard action against the Treasury's proposals to cut child benefit. He is determined to ensure that the benefit is increased in line with inflation next April.

Mr Moore is opposed to the Treasury's proposal to hold child benefit at £7.25 a week for the second year in succession. He wants to increase it to £7.67.



Mr Moore is opposed to the Treasury's proposal to hold child benefit at £7.25 a week for the second year in succession.

same amount, which goes to a children's charity.

Jane Clare, wife of the psychiatrist and broadcaster Anthony Clare, believes the sensible thing to do is to give the money to the children. "At about the age of 12 or 13 they get a proportion of the allowance and then by the time they are 16 they get it all. They are supposed to spend it on buying shoes, clothes, things like that."

She has seven children aged from three to 21, and is currently able to claim benefit for five of them. "I have always claimed for as many as possible — I think it's reasonable to expect women to have some sort of recompense from the state for the work they do. Very little comes our way and I think abolishing the benefit or means testing would be a pity."

"I regard the money as mine to spend on the children. Sometimes it goes into the general coffers, sometimes I set it aside for things which are needed, like shoes."

American actress Gayle Hunnicutt, who is married to a British journalist and lives in London, still gets benefit for her six-year-old son Edward, although she can no longer claim for Nolan, who is 18. "I think there should be a level of income above which you should not be able to claim," she says. "The trouble is that it would probably cost a lot of money to change the system and it is easier to administer if you give the benefit to everyone."

"I just add the money to the general kitty. I wouldn't resent it if the benefit was stopped, I'd actually be pleased."

Penny Junor, journalist and television presenter, says she hates the thought of means-testing child benefit but thinks it would be more sensible. "People who have a tough time bringing up children could do with a lot more, and that could come from the money that better-off people wouldn't miss."

"Of course no one has so much money that they couldn't bear to have some more. I tend to store mine up and then go along and collect £50 to £100-worth of useful

cash, but I do sometimes feel it would be better in a more needy pocket." So does she feel guilty taking the cash? "No, I've paid for it in taxes and you can't give it to anyone else."

Fiona Richmond, former actress and *Men Only* columnist, now married to a television presenter gets child benefit for her daughter Tara, aged three. "I could manage without it and I do think the more needy should get more if one could work out a fairer system. On the other hand, I wouldn't want to encourage people to have 11 children."

She says she tries not to let the cash get sucked up into the rest of the household spending money. "I try to buy something like a nice antique tablecloth for my daughter."

Writer Marina Warner, who has one son, Conrad, aged 11, says her general feeling is that in Britain we do not spend enough on childhood. "There is not enough investment in things like play areas and swimming pools."

She also says other countries create more awards for motherhood. In fact, while this may well be true, it is difficult to make simple comparisons of child benefit between the UK and elsewhere, since in some countries (such as France) the family allowance payments increase depending on the number of children you have, or vary according to the family income (as in Greece).

Warner admits she has in the past been terribly grateful for her own allowance (which is still being paid into her bank account as a legacy from a time when she was abroad).

And even though she is not sure child benefit is the best way of giving money to mothers, she thinks we need something. "As a mother you need to feel you are doing something society is pleased about, and that it is giving you something in return for doing it. Money can help create that feeling."

## Hands up for knees

Where are the knees of yesterday? The grubby ones of William Brown, the sturdy, sporty ones of the Famous Five, the battle-scarred ones of the countless little lads that were never covered until the great threshold of manhood was crossed, with the first pair of long trousers?

I ask because of a struggle in my home this week, no doubt repeated in thousands of others at this time of year: the struggle to get my six-year-old son into a pair of shorts.

It seems that no sooner does a small boy tug at a rack of clothes than he wants to be a scaled-down version of an adult. He can barely fisp the words "designer label" before he has quite determined ideas on how he wants to look. And that is more *Miami Vice* than *Ripping Yarns*.

I won the battle but I fear I have lost the war. When we arrived at his nursery school, I realized he was the only one, on a not particularly cold October morning, wearing short pants. The other little chaps sported dungarees, denim, tracksuit bottoms and fetching corduroy numbers with pleat tops. But nowhere was there so much as a glimpse of a dimpled knee.

I know all about peer-group pressure and I do not want to make my son the odd one out on a trifling matter, but am I alone in thinking that shorts are more comfortable, more fun, downright healthier? Isn't

### FIRST PERSON

Liz Gill

It is ironic that in a health-obsessed age when adults are ripping off their clothes to take exercise, we should be content to smother every inch of our children's legs?

I sought an expert perspective from Michael Tallboys, senior design lecturer at the London College of Fashion. "Shorts for boys are a vanishing thing, almost gone, I'd say. It's all to do with social trends, the breakdown of the old rigidities of the class system, the decline of the influence of public schools and the grammar schools which aped them. It was always a purely British thing, part of toughening them up for the colonies and the Raj."

It seems that public schools are almost the last bastion of the little grey flannel numbers. But many prep schools are making them optional. The secretary of one leading London prep school told me that half the small pupils wear long trousers. She added, with the ruthlessness that ruled an Empire: "The great thing about shorts is that if they fall over they only rip their knees and not an expensive pair of trousers."

Jane McCormack, a Mothercare designer, tells me:

"Children's fashion has been an enormous growth industry over the past seven or eight years, following the decline of school uniforms. Styles tend to follow adults, about a year later. If men started wearing shorts more, boys would want to."

But is any real harm being done? Professor David Baum of the Bristol Royal Hospital for Sick Children, doubts it. "I don't think there is any scientific information one way or another, and in fact it would be hard to evaluate scientifically. If anything, long pants probably mean fewer badly cut septic knees. I nearly died as a boy when I got septicæmia from a grazed knee. Fortunately it was at the dawn of penicillin."

So was I just giving way to foolish sentimentality? Well, not exactly. Despite his own escape, Baum believes there is much to be said for the outward symbols of childhood.

"It may be an old-fashioned view, but I think too many borders are being blurred, too many milestones such as getting your first pair of long pants are being lost. I don't years for Victorian nurseries, but you are encouraging children to go from being babyish to having almost teenage values."

"One wonders if the phrase 'pull your socks up' has lost its figurative as well as its literal meaning nowadays," he added with a smile.

© Times Newspapers Ltd 1988

## Vogue for nostalgia

Jane Mulvagh read history at Girton College, Cambridge, and claims that her dissertation on fashion in the 1920s led costume history to be accepted as a subject in the Cambridge history syllabus for the first time. She now works on *Vogue*, periodically plundering the Couté Nast archives for the stuff of books such as *Costume Jewelry in Vogue*, published earlier this year by Thames and Hudson, and now the *Vogue History of 20th Century Fashion* (Viking), a hefty £30 coffee-table volume of spectacular black and white pictures linked by weighty text. When asked why the pictures in her book are all black and white, she explains: "Vogue's pictures were mostly black and white until the 1950s, and I wanted to give the book a balanced look. Anyway, it would have cost £80 in colour." As well as raiding the *Vogue* photo archives, Mulvagh claims to have incorporated material from "over 400 interviews with creators and brokers of high fashion from all over the world". She progresses from the heyday of the legendary Poiret — whose wife Denise is shown modelling her husband's design for a velvet "street suit" in 1913, and who is the designer whom contemporary star John Flen admires — to the work of the current Designer of the Year, Rifat Ozbek. Undoubtedly a book for all dedicated followers of

### BRIEFLY

A round-up of news, views and information

#### Quote me ...



"I never turn down good jobs — I always think it would be awful if one day I had to go back and work at Dairy Queen."

Jerry Hall

fashion. Mulvagh, whose hobby is collecting antique and 20th-century couture clothing, is now working towards a book on couture clothes in *Vogue*.

Will to give

What, you may well ask, is the Young Men's Christian Association doing producing a do-it-yourself will guide targeted primarily at women — and, presumably, older women at that? *The Good Will Guide*, an attractive publication in a cheerful folder, is available absolutely free of charge — no SAE necessary — from the YMCA at 640 Forest Road, London E17. Alison Tibbe, public relations manager for the YMCA, explains the not completely altruistic

motives for the giveaway. "We get so many calls from would-be donors who say they would like to leave us a legacy, but don't know how to go about it, that we thought such a guide would benefit not only us but all charities which depend on legacies." One chapter is headed "I would like to leave money to charity but which one should I choose?" and proceeds to extol the work of the YMCA. A slick publicity campaign — fronted by Leo McKern and Michael Parkinson — is aimed at women, because extensive YMCA research showed up the high proportion of women who die without making a will.

### Stencil sense

Everything from the bath-tub to the quilts is stencilled in Lyn Le Grice's "Stencilled House", an old Customs House in her native Cornwall. Now a lavishly illustrated book (*The Stencilled House*, £14.95), published by Dorling Kindersley in association with The National Trust, records this remarkable accomplishment in minute detail — and offers instructions on how to replicate the dramatic effects. No need to buy rings when you can make such pretty pictures on the floorboards — and stencils can recreate the effect of expensive embroidery or ancient stencils. A motif on a single ornament can be expanded into the theme for a room, and Le Grice shows how to design and cut your own stencils — if you aren't inspired to order hers.

Victoria McKee



AFTER

ALL

THERE

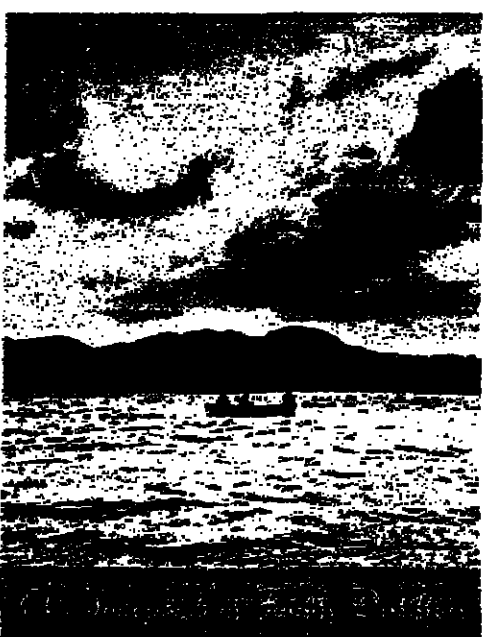
ARE NO

FRIENDS

LIKE OLD

FRIENDS

F.B. Young 1884-1954





# MEDIA & MARKETING

## If facts are so important, do they really have to be dull?

Twelve years ago, the columns of this newspaper were used to open a debate about television's coverage of current affairs. A series of articles, developing the theme encapsulated in the phrase "a bias against understanding", appeared under the names of Peter Jay and John Birt. As a result, television journalism became more responsible.

But it was not the end of the matter. There remains a bias in current affairs. In my opinion, it is just as insidious, just as dangerous and just as much in need of rooting out, particularly given the climate of change which faces television journalism today.

That bias is against popularity, a bias against the tastes, interests and aspirations of the ordinary people who ought to be our viewers.

Anyone who has ever expressed a wish to make current affairs appeal to a broader audience will know what I mean. They will have had their efforts greeted with one of two expressions.

The first is "tabloid TV". This is from people who imagine that you intend to turn current affairs into a non-stop diet of sex and scandal. The second word is "infotainment". This is from people who think you are going to clothe fact in game show formats complete with laughter and applause.

The people who oppose the popularizing of current affairs appear not to accept that factual television can have pulling power in its own right, uncorrupted by trickery or trash.

Their accusation that we are taking journalism "down-market" says it all. The word suggests that the mass of ordinary viewers exist at some lower level than we programme makers, and that it is only by degrading the quality of what we do that we can hope to reach them.

Ordinary viewers are thought to have little or no interest in serious fact. The real audience for current affairs is assumed to be a much smaller group, often referred to by the programme-makers

themselves as "opinion formers".

This group includes everyone from their own friends and colleagues, to the critics of serious newspapers and government ministers whose policies they hope their programmes have influenced.

This vision of two audiences — an elite who want fact and a majority who don't — has allowed current affairs journalists to see themselves as engaged essentially in a specialist pursuit, and as such, in need of regulatory protection to ensure their continued presence on the air.

I do not buy this division of the audience into an elite who want information and a mass who merely want entertainment. We are all ordinary viewers and, as such, we need different things from television at different times.

Sometimes we do want to use the box just to relax, to escape or to be entertained. But we also want to be informed, stimulated, challenged, moved, interested. Fact can do all these things. To my mind there is no stronger motive than human curiosity. Which means that fact has the capacity to be among the most popular television of all.

If current affairs is not getting the ratings, then that's because there is something wrong with the way we, the programme makers, are doing things.

The truth is that, because we have been protected minority viewing for so long, with no objective measurement of our success or failure and no real competition for our slots, we have been able to grow complacent about both the form and the content of what we do.

As far as form is concerned, we do not use the strengths of the medium to make our stories come alive. On the most basic level, few of us exploit to the full the new video and graphics technology we now have at our disposal even though we are playing to an immensely visually sophis-

## OPINION

Jane Hewland

ticated audience. More importantly, we do very little to inject pace and drama into the telling of our stories. And it is no accident that this generation of current affairs programmes has failed to breed the stars that *Tonight* once produced. We do not seem to understand how to use the personalities of reporters to bring our journalism to life.

Conventions have grown up about what is and what is not "legitimate" current affairs territory. Broadly these conventions have favoured the public and institutional side of life. Two traditions have dominated.

The first is political analysis. The agenda is set by what Westminster is doing. And the target is to cross-examine politicians about their policies. The second is the investigative tradition — months of painstaking research to enable us to name bent councillors or guilty bankers.

Now no one would challenge for one moment that the monitoring of political life and the exposing of corruption are important tasks for television journalism. But in the late Eighties they can't be the whole story.

People have had a decade now of being told that government cannot be the solution to most of the problems in their lives and they believe it. So an agenda set by the activities of parliament and politicians inevitably strikes them as less and less relevant.

Sadly, too, they have probably grown used to corruption in public places. The unmasking of the crooked financier is probably less gripping than the kinds of investigation that have a bearing on their everyday lives — dodgy diets, overpricing in supermarkets, the idiocies of public utilities like the Gas Board or British Rail.

Generally, the interests of our audience have been moving away from the public towards the private. The dramas that grip them are more

personal and individual. They are more home and family centred, more oriented towards leisure, entertainment, lifestyle and possessions. But the problem is that traditional current affairs dismisses all these areas as "soft".

For years now we have given viewers the information we think they ought to have rather than the information they actually want. And that, I believe, is the main reason we have seen our ratings decline. So that now our belief that we are a minority pursuit in need of protection has become a self-fulfilling prophecy.

That's very bad news for us programme makers in the more competitive future we face. Because, having put all our eggs in the minority basket, we risk seeing current affairs swept away altogether when, and if, our protection is removed.

It's bad news too for the ITV schedule. At the moment we rely for ratings on a mixture of extremely expensive drama, and quiz or game shows, which are cheap, but don't attract the kinds of audience the advertisers most want. As we have seen before when times get hard, it's the expensive dramas that have to go, leaving us with a diet of too many game shows which puts the advertisers off even more.

If ITV could develop more popular factual series it would not only add variety but make the schedule cheaper to produce. But because of their history, most ITV factual departments are not really trusted to do this job. Whereas a failed game show will simply lead to a search for a new one to replace it, a failed attempt at a peak-time factual series leads most directors of programmes simply to dismiss the notion that fact has popular appeal.

Surely it is time to recognize that the true definition of public service in television journalism is giving the widest possible audience the facts they want.

The author is controller of features and current affairs at London Weekend Television.



Sponsors: Kenichi Nakae (left) and Tatsuro Kurisaka of Dentsu which has money in 41 per cent of prime-time Japanese TV

## Meet your sponsors

For most participants of Mipcom, the five-day TV and video market that ended in Cannes yesterday, the most intriguing newcomers to the fair were the white-badge holders, the non-professionals. Never before has this dispirited third-force of lawyers, accountants, market analysts and admen been so noticeable, and of those it was the admen who were reckoned to be the clearest heralds of the future among the 5,000 sellers who wore red or blue badges and chased fewer than 500 significant programme buyers, all wearing mauve.

Bob Bingham, co-director of Mipcom, believes the advertising people were in Cannes to initiate sponsorship and barter deals. Although enlisted in the participants' catalogue, J. Walter Thompson, McCann and Saatchi and Saatchi were all present, he said.

For advertisers, barter and sponsorship are different means of achieving the same end: a greater say both in what reaches the viewer and which viewers are reached. By sponsoring specific programmes you ensure your clients' message has been specifically targeted. In bartering, in return for meeting some of the programme's production or purchase costs you gain the right to place your own commercial in a proportion of the commercial breaks.

Although many of the admen were working unannounced at Cannes, Dentsu Inc, the world's largest agency, was wearing a public face. The Japanese firm had a stand in order to sell one of its first entries into sponsored programming in Europe, a one-hour tape of this month's Olympic concert in Barcelona. Kenichi Nakae, of Dentsu's broadcasting division, admitted that 90 per cent of the callers at his stall were after cash for programme making.

In Japan, Dentsu has money in 41 per cent of all prime-time programming, either controlling blocks of advertising or sponsoring shows on behalf of clients like Toshiba and Honda. "We are in the second year of a five-year European strategy and believe Europe is ripe for us to repeat our dominance of TV in Japan," said Nakae.

Apart from Barcelona, Dentsu tested the water by putting money into this summer's Prince's Trust concert in London. "We have been talking to the BBC and Channel 4 about sponsorship."

Barter is the word at the Cannes TV and video market, reports

Andrew Billen

Things are changing very rapidly in the UK," Nakae added.

Andrew Maclean, sales director at Irel, a distributor that has grown out of the sales arm of Anglia, is compiling a report into the prospects for barter and sponsorship in Europe. He believes that sponsorship looks like being the bigger growth area.

At present, sponsored programmes are not permitted in Britain, and in Europe barter deals are illegal in all but Italy, Spain and France. The White Paper on broadcasting and the boom in satellite television are likely to change that, however.

James Arnold-Baker, head of BBC Enterprises, embraces the prospect of the admen becoming a direct force in programming. While explaining firmly to advertisers that they cannot expect to sponsor programmes in their UK transmission, he welcomes sponsorship and bartering for European sales.

"I believe it is going to happen, particularly for long-running series like soap operas once we start making them in batches of 26 and 52 like the Americans," he said. People are beginning to realize that advertisers are world-wide, advertising agencies are world-wide and only broadcasters are dotted all over the place."

**YOU'VE GOT 4 MINUTES TO CONVINCE US YOU SHOULD BE A LOCAL RADIO TRAINEE REPORTER**



If you're good, that's all you'll need. Talk for 4 minutes onto the tape we'll send you and convince us you should be interviewed.

We'll be looking for voices from all sections of the community that listeners of Local Radio can warm to. That's of paramount importance.

We'll also want to know whether you can dig out a good story to excite the listener. And to see if you've got the initiative and persistence to get it on air.

Selection is rigorous but then so is the training. It's designed for determined individuals, who are reliable and self-disciplined.

You don't need to be a graduate, you don't need to have had any relevant experience and you certainly won't have had any formal journalistic training.

But you will know what's going on around you, and often find yourself in the thick of it. You'll have a strong instinct for news and a firm belief in the importance of BBC Local Radio. You'll also need a current driving licence.

Your starting salary will be £8,834.

**BBC**

Still interested? Write or phone no later than 4th November 1988 for your application pack (quoting ref. 2318/T). BBC Corporate Recruitment Services, London W1A 1AA. Telephone 01-927 5799.

We are an equal opportunities employer

**MACHIN**  
Architecture in glass™

**CONSERVATORY DESIGNERS**

Designers are required to visit new customers and to design "The Best Conservatories in the World".

Machin Designs has an unmatched reputation for quality and you must be able to communicate this to prospective clients at the highest level and to advise them how our system can meet their needs.

You must be mobile and able to produce accurate details and pricing data and will receive full training and support.

The right person (male or female) will have proven creative design and sales skills. In return you can expect straight commission earnings of a very substantial nature and the confidence of working for the most prestigious name in the field of conservatory design.

Apply in complete confidence to:  
The Sales Director, Machin Designs Limited  
Ransome's Dock, 35-37 Parkgate Road, London SW11 4NP  
Tel: 01-350 1581.

**GRADUATE TRAINEE MERCHANDISER**  
£29,500  
**NUMERATE GRADUATES**

are required by our clients, one of Britain's leading Fashion Groups, to train for a career in merchandising. You need to be under 25, with a genuine desire for a future in the Fashion Industry, some work experience in a fashion or figures orientated environment is helpful, but not essential. Assistant Merchandiser positions also available.

For further details please phone:  
**PREMIER CREW PERSONNEL**  
**01-493 4053**

**MONKWELL**  
FABRICS & WALLPAPERS

We are looking for a  
**REPRESENTATIVE**

preferably with knowledge of fabrics or interior design to join our sales team, and further develop our already successful business with the interior decorators, upholsterers and furnishing retailers in

**SW AND NW LONDON.**

This is an excellent opportunity for someone with an interest in design to represent a well known national wholesaler. Good remuneration, position and company car will be provided.

Please write with full C.V. to:  
Mr P Robins, Sales Director,  
Monkwell Limited, 10-12 Wharfedale Road,  
Bournemouth, Dorset, BH4 9BT.

**TELEMARKETING PROJECT MANAGER**  
£11,000.

Telephone marketing is the biggest GROWTH area in advertising. A leading agency in the UK is expanding its operation and is looking for a Projects Manager to help run the operation. A background in Marketing/Sales would be an asset, coupled with a knowledge of micro-computers. In your 20's with a degree or equivalent qualification this represents an excellent opportunity to work in an exciting field.

Please send CV's to Charles Manning, Advertising International Plc, Penelope House, Camperdown Rd, London N8 7ET.

**MARKETING & SALES MANAGER - JAPAN**

3 Year expat contract in publishing.

Reporting to the International Sales & Marketing Director of this prestigious international publishing company, the ideal candidate will have worked in Japan 2-3 years and a business area will have a working knowledge of Japanese and should have considerable marketing and management experience. In addition to standard marketing responsibilities will include staff supervision, SLT, liaison, PR, budgeting and administration.

A competitive salary is available as well as benefits in keeping with expatriate status.

Candidates of the highest calibre are invited to contact Mark Anderson at JAC on 01-796 3132 now.

**ISI**

**MEDICAL EDITORIAL POSITIONS**

Our client, an internationally respected medical publisher requires experienced editors. Successful candidates must have either:

- A minimum of four years' technical writing or editorial management experience in the scientific or medical arena within a commercial environment.
- At least four years in the Pharmaceutical Industry working in a department on drug registration and/or clinical trials.
- Candidates must also have the following credentials:

- An academic background in medicine, pharmacology or pharmacy.
- Excellent ability and the ability to think laterally.
- Excellent organisational skills and a high degree of motivation.
- The position will reflect the experience and qualifications of the successful applicants and will include generous assistance with relocation.

Call or write, giving full career details to:  
Higher Search Associates Ltd, Bourne House, Southend Road, Bradfield, Reading, Berks. RG7 6ER. Telephone: 0734 744189.

**HIGHCLERE SEARCH ASSOCIATES LTD**  
Specialist Healthcare Search & Selection

**MP**

**YOUR TELE-SALES FUTURE SHOULD BE WITH US.**

We are a well established publishing company selling advertising to businesses throughout the world. Our clients include the Daily Mail Group, the Stock Exchange Press, the Chinese Government and the National Computing Centre among many others for whom we produce high-quality publications.

Having recently moved to luxurious premises and expanded our list of titles, we have, therefore, a number of opportunities for experienced salespeople with a track record of real achievement who want to earn between £400 and £1,500 per week.

TRAINING IS ALSO AVAILABLE.

If you consider you have the qualities needed to take advantage of these opportunities call now for an immediate appointment.

PHONE: 01-281 8787

MANOR HOUSE PRESS LTD., HILL HOUSE, OFF HIGHGATE HILL, LONDON

**CENTRAL LONDON**

FINE ARTS AND ANTIQUE DEALER seeks enterprising and energetic SALES PERSON for West End establishment. Good salary and benefits package for right applicant.

Apply with CV to:  
**Box J95**

**WANT TO SPEND YOUR SUMMER IN THE USA?**

Camp America needs anyone interested and/or experienced in working with children to work on American summer camps for 9 weeks.

Camp America offers you free return flight, board and lodging, pocket money and up to 6 weeks for independent travel.

If you want more details, are aged 18+ and are free from June to September, send a POSTCARD with your name and address to:

**CAMP AMERICA**  
Dept.  
37A Queens Gate  
London SW7 5HR

Free 1-800 for all successful applications received before 15th December 1988

**BLIC AFFAIR DIRECTOR**  
Information Technology

are required by our clients, one of Britain's leading Fashion Groups, to train for a career in merchandising. You need to be under 25, with a genuine desire for a future in the Fashion Industry, some work experience in a fashion or figures orientated environment is helpful, but not essential. Assistant Merchandiser positions also available.

For further details please phone:  
**PREMIER CREW PERSONNEL**  
**01-493 4053**

**TELEMARKETING PROJECT MANAGER**  
£11,000.

Telephone marketing is the biggest GROWTH area in advertising. A leading agency in the UK is expanding its operation and is looking for a Projects Manager to help run the operation. A background in Marketing/Sales would be an asset, coupled with a knowledge of micro-computers. In your 20's with a degree or equivalent qualification this represents an excellent opportunity to work in an exciting field.

Please send CV's to Charles Manning, Advertising International Plc, Penelope House, Camperdown Rd, London N8 7ET.

**MARKETING & SALES MANAGER - JAPAN**

3 Year expat contract in publishing.

Reporting to the International Sales & Marketing Director of this prestigious international publishing company, the ideal candidate will have worked in Japan 2-3 years and a business area will have a working knowledge of Japanese and should have considerable marketing and management experience. In addition to standard marketing responsibilities will include staff supervision, SLT, liaison, PR, budgeting and administration.

A competitive salary is available as well as benefits in keeping with expatriate status.

Candidates of the highest calibre are invited to contact Mark Anderson at JAC on 01-796 3132 now.



## MEDIA &amp; MARKETING

## Battle is on for Euro-space

Andrew Lycett on  
the risks of  
pan-European  
media ventures

In a remarkable marriage of magazine giants, French publishers Hachette-Filipacchi and the US firm, Time Inc. announced yesterday that they will test a European news magazine in five languages in December. Called *Match*, it will be sold for four dollars in France, Britain, West Germany, Spain and Italy, to see if there is a demand for an upmarket European monthly. The format will be based on the successful French weekly news-photo magazine *Paris-Match*, and its launch is scheduled for June.

The venture comes at a tricky time for pan-European media enterprises. Last week's troubles at Super Channel has prompted one London-based media director to remark that the European audience "have voted with their remote control switches. They don't want catch-all pan-European entertainment programming." The future of transcontinental publishing — whether broadcasting or print — is thematic. Specialist channels and magazines covering topics like news, business and sport are the vogue.

The evidence seems incontrovertible. Not only has Super Channel, a first generation satellite station relying on cable networks, been having problems, Rupert Murdoch's Sky Channel, which offered a similar entertainment-based pack-



Perfect match: Time Inc and Hachette-Filipacchi join forces in launching a pan-European publishing venture

age, recently announced it was quitting difficult markets in Germany, Austria and France. Sky Movies and Sky Television News will be beamed into the UK and Ireland while Sky Channel, offering general entertainment programmes and Eurosport will also be available in Europe.

Magazine publishers appear to have been more successful. A rash of pan-European leisure periodicals such as *Elle*, *Bella*, *Best*, *Hello* and *Essentials* have made a major

impact. But these and other recent franchising operations have been carefully tailored for each of the different markets. Next March sees the launch of Robert Maxwell's proposed daily newspaper, *The European*. It is aimed at a new English-speaking European readership and media observers have questioned the existence of an adequate market.

Not everyone is pessimistic about the notion of pan-European publishing and broadcasting. Nick

Handley, international media director at Leo Burnett, believes a pan-European entertainment channel could succeed. But Super Channel started with the wrong attitude. It thought selling space in Europe would be easy.

The new enterprise had union problems, went over budget and had to fall back on cheap American quiz shows. As a result Super Channel always lacked "brand identity", according to Handley. But he believes the concept could work.

Sky Channel admits that when it started in 1982 it hoped to plug a gap in the market for a pan-European entertainment channel. Its main appeal to advertisers was that it offered flexibility of scheduling and reasonably cheap access to audiences in markets such as West Germany, where previously they had had to queue for slots.

But domestic channels such as Germany's Star-1 have responded to this challenge by offering Sky-type viewing — complete with *Die Waltons* — in the local language. Rather than go to the expense of negotiating foreign language rights to films and series, Sky decided to move out of general entertainment programming in such countries and concentrate on its new specialist channels, such as Eurosport.

Flexibility is the key to success in any kind of pan-European publishing, according to John Perriss, worldwide media director of Saatchi and Saatchi Communications. He agrees that language is a major problem, but he adds: "Dolby and *Dynasty* worked well enough in those countries where they were dubbed."

He feels, therefore, that television entrepreneurs need to operate more like magazine publishers — "fine-tuning their product as they move from market to market". Perriss likens this to manufacturing, where you have core products, such as shampoo, with flanker brands, such as varieties for those with dry or greasy hair. Super Channel, with what he describes as its "Little Englander" attitude to programming, was not up to that. But it was in the vanguard of pan-European media. Many more successful operations will follow in its wake, learning from its mistakes.

## BYLINES

## Radio Times switch?

The biggest printing contract in the country may soon be up for grabs. *Radio Times* has decided it is paying its printers, Robert Maxwell's BPCC, too much and is setting out to renegotiate its existing contract, first signed in 1981, even though it still has two years to run.

"Long-term contracts once seemed wise, but not in today's much more vigorous print market," says BBC Magazines' boss, Dr John Thomas, who claims there are now half a dozen printers in the country with the capacity to tackle *Radio Times*' mammoth three million print run (which rises to 11.2 million for the Christmas issue).

Thomas refuses to say how much *Radio Times* pays, but says it is considerably more than rival *TV Times*, which also uses several printers in the BPCC group. Not will Thomas confirm suggestions that the BBC has given BPCC an ultimatum that it will not be invited to tender for the business when the present contract ends unless it agrees to new terms now. "We are always in negotiation," he maintains diplomatically.

## Founder ousted

BBC Radio London is re-launched next Tuesday as a brand new radio station. Greater London Radio, but the transition has not gone entirely smoothly. Alex Pascall, doyen of black programme presenters and the man who founded Radio London's nightly *Black Londoners* show 15 years ago, has been told he has no place in the new line-up. Instead GLR will carry a three-hour sequence devoted to "urban music" and "inner city issues". Pascall says the station is ignoring the needs of the black audience, but Matthew Bannister, GLR's managing editor, says: "Our commitment to serving the black audience has actually increased."

## Time for change

*Time Out*, currently showing its age by celebrating its 20th birthday with three bumper issues dripping with nostalgia, is to launch a monthly stablemate in the spring edited by Don Atyeo, who is quitting as editor of *Time Out* itself after seven years. A mix of arts features, news, consumer interest and possibly sport, the new magazine, so far unnamed, will also make use of *Time Out*'s own distribution network, established in July. Managing director Mike Hardwick claims existing magazines concentrate too heavily on fashion and music.

## Country cousins

Last week's PR Week Awards could have been better timed

for Countrywide Communications, which won the prize for the best use of research in public relations for a project undertaken last year for Leo Burnett — *Are You Being Served?* — a widely-reported survey of the level of service in high street chains. Countrywide picked up the award on Thursday night, but is unlikely to be celebrating. Just two days earlier the trio who undertook the work set up shop as Simpson Fitzherbert Berman — with Leo Burnett as their landlord and first client.

## Briefing...

W.H. Smith is giving away 100,000 copies of a 35-minute video in the run-up to Christmas, featuring clips from 100 further video titles you might also care to buy: the cost of nearly £250,000 has been met by the distributors whose product is featured on the tape for a mere £7,000 for a 45-second spot... Charles Parker, the producer of the seminal "radio ballads", in the 1950s who was shamefully sacked by the BBC in the late Sixties for being "too expensive", gets a day-long tribute on November 20 as part of the Birmingham Readers and Writers Festival... Mark Shivas, head of BBC drama, is now talking to a production company about a new twice-weekly afternoon soap opera for BBC1... The Walt Disney organization has announced that the BBC is co-producing a follow-up to last year's controversial *It's A Royal Knock-Out*, but without the royals.

Nick Higham

## 'BR first to embrace new broadcast platform'

The media is on the verge of entering the "Big Brother" era through a new data broadcasting system which could provide on-the-spot monitors carrying the latest news and information to passers-by.

British Rail is the first to embrace the new broadcast medium. It plans to launch such a system next year in conjunction with Postvision. The BR monitors, at Cannon Street, London Bridge, Brighton and

Richmond stations, will show up-to-the-minute news, travel, sports and financial information on 4ft by 12ft screens.

Postvision — which claims this as the first system of its kind in the world — predicts that within 10 years it will provide an important communication platform. Monitors could be installed anywhere and used to flash news headlines, warn of traffic snarls-up, or advertise sales and special offers: a major

chain store retailer will launch a similar scheme soon.

The proposal is similar to television's Teletext service, transmitting on television lines (Postvision's parent company, Alphameric, is involved with Teletext).

BR will run a one-year trial, which if successful could be extended. Teletext, itself a British invention, was launched seven years ago. It raises about £5.5 million annually in advertisement rev-

enue, mainly through the financial sector, holiday companies, bookmakers and mail-order firms, all of whom need detailed ads which can be updated quickly.

Postvision, which spent five years developing the system, will own and run the BR displays, financing the venture through advertising. Rates are £600 per station for a 30-second slot shown seven times. This compares favourably with a TV commercial

which, for one regional showing, could cost between £5,000 and £15,000.

The advertising industry's response, however, is lukewarm. Chris Ingrams, chairman of Chris Ingrams Associates, explains the problem: "By and large it will be aiming at people on the move and in a rush." He suspects this will condemn data broadcasting, its TV equivalent to the ranks of fringe media, although it could be a useful back-up for a

major television campaign.

Advertisers spend about £200 million on outdoor advertising each year, even if the new medium fails to command a major slice of that cake, it could earn a decent crust.

Meanwhile for all those BR travellers not getting there because of cows on the line at whatever, it could provide a welcome distraction.

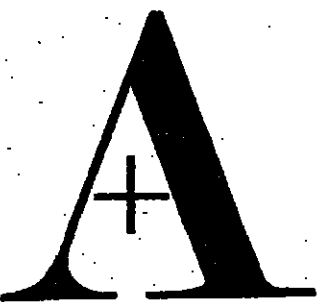
Susan d'Arcy

## PUBLIC AFFAIRS DIRECTOR

### Information Technology

An opportunity has arisen for an experienced IT industry pro to direct the public affairs activity of the UK's fastest growing high tech specialist agency. A Plus Public Affairs handles some of the IT industry's most exciting accounts and publishes an influential monthly newsletter, IT in Parliament.

The successful applicant will take over full profit-centre responsibility for the operation and its continued development.



Please phone or write with CV to John Aetherhard, Managing Director, Aetherhard & Partners Ltd., Tithe Barn, Tithe Court, Langley, Berks SL3 8AS. Telephone: (0753) 686655

## GENUINE OPPORTUNITIES FOR A SALES CAREER

CORNHILL PUBLICATIONS are leading international publishers of prestige business books. This year we shall be launching a further six major international titles dealing with finance, business and technology.

We are looking for men and women who are genuinely interested in either commencing or continuing a career in Advertising sales with a first class Publishing Company.

You will probably be between 22-35 with some sales experience, although that may not be necessary. Above all you must have drive, personality and absolute determination to succeed. Our commission structure is designed to create realistic earnings of between £22-£45K per annum.

If you are ambitious and have the confidence to present at the most senior level then call Chris Humphreys or Julien Wildman on 01-240 1515.

## SALES CAREER

Genline £30,000 to £40,000 Package

An International Property Company has three new positions in its Richmond office for Account Executives.

You will be between 20 and 30 years of age and have a good education. No experience is required as full training is provided but priority will be given to candidates with city experience.

You will be negotiating at the highest level for participation in our unique concept of PROPERTY SYNDICATION.

These are permanent prestigious positions with unlimited scope for advancement with exceptional rewards.

For further details contact the recruitment officer on

01-940 8141  
JOHN HILL INVESTMENTS PLC  
35 Kew Road, Richmond, Surrey TW9 2NQ

## SALES EXECUTIVE

### Electronic Publishing

### £17,000

We have a challenging job for articulate Graduates with a grounding in selling skills.

Lexis is a sophisticated legal information retrieval service found in legal and accountancy offices. We need an Account Executive to present Lexis to prospective clients and support existing clients in their growing use of the service.

To succeed you will need to be able to communicate with people at all levels in business, possess an agile mind and the ability to help clients utilise Lexis. You will have a degree in a literature discipline, not necessarily in Law, be able to organise your own work schedule and be looking to take on real responsibility in a growth business.

On target earnings after training circa £17,000 p.a. (including commission) plus £20 per month LVs, Season Ticket Loan, 25 + 3 days annual leave and Pension Scheme.

Applications with full CV to Personnel Manager, Butterworth & Co. (Publishers) Ltd., 88 Kingsway, London, WC2B 6AB.

## LEXIS.

## PREEXECUTIVES

## SHEARWATER

### PUBLIC RELATIONS

Urgently requires experienced Public Relations Executives to work for national clients in the business-to-business, financial and food industries.

The ideal candidates will have consultancy experience, good writing skills and some understanding of marketing. They will now be looking for a steady career path within an existing and growing organisation.

The remuneration package offered will reflect the experience of the individual and will include a company car plus pension.

Please send cv to: 200 WIMBORNE  
SHEARWATER PUBLIC RELATIONS  
200 Market Place & Wokingham  
Cuddesheath GLE 2 880

## MARKETING SERVICES

An opportunity for a graduate, with at least two years relevant experience, to join the marketing department of an established engineering company in the West Midlands. Some fluency in German would be useful, while enthusiasm and an organised approach to projects is essential.

Responsibilities will include exhibitions, literature, customer events, market research, point-of-sale support for distributors and day-to-day liaison with the company's PR/advertising agency.

This is a progressive opportunity that commands a competitive salary, company car and big company benefits.

Apply in the first instance to: Brian Corthine, Taylor Alden Ltd., Toynbee House, 92 - 94 Toynbee Road, Wimbledon, London SW20 8SL. Tel: 01-543 3866

## Taylor Alden

## PUBLISHING OPPORTUNITY

Small friendly publishing company at Kings Cross is looking for a well organised secretary. The duties are wide ranging and involve all aspects of the company's international business. An excellent opportunity for a graduate or college leaver to enter publishing.

Apply in writing, with CV to: Stephen Adamson, Swallow Publishing Ltd, 260 Pentonville Rd, London.

## LADIES DESIGNER FASHION COMPANY

seeks experienced Sales / PR to run small showroom in New York. Fashion experience preferred. Green card / American visa essential. Tel: 01-747 3826.



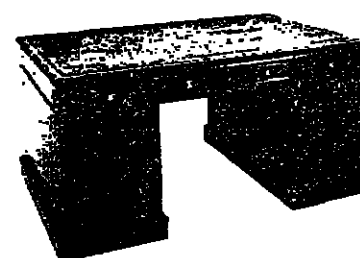
## SALES STAFF

Experienced full-time sales people required to join the team in our New Bond Street and Sloane Street stores. Must be enthusiastic, well presented and experienced in selling luxury products and ready-to-wear clothing. Knowledge of second language an advantage. Competitive Salary and Benefits.

Please ring: Camille Asselton on 01-499 8856

155 NEW BOND STREET, LONDON W1.

## DAVID BURKINSHAW ANTIQUE DESKS



A very good quality 19th century mahogany Parson's Desk, beautifully restored by hand. 20 by 36 (122 x 91cm) Desk. Red Ltd. One of 20 carefully selected Parson's and Parson's Desks of elegance and distinction, from 1990 to 12,000.

Please phone or write to: David Burkinshaw, 155 New Bond Street, London W1.

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856

155 New Bond Street, London W1. Tel: 01-499 8856



## INFORMATION SERVICE

This selective guide to entertainment and events throughout Britain appears from Monday to Friday, followed in the Review section on Saturday by a preview of the week ahead. Items should be sent to The Times Information Service, PO Box 7, 1 Virginia Street, London E1 9XN

**BOOKING KEY**  
★ Seats available  
★ Returns only  
(D) Access for disabled

THEATRE  
LONDON

★ **AN ENEMY OF THE PEOPLE:** Tom Wilkinson with Connie Booth in Arthur Miller's adaptation of Ibsen's witch-hunt drama. Young Vic, 66 The Cut, SE2 (01-928 8363). Tue, Waterloo. Mon-Sat 7.30pm, £7.50. (D)

★ **BARTHOLOMEW FAIR:** Guy Henry and John Wells play the leads in Richard Eyre's first production since taking over the NT role. National Theatre (Olivier), South Bank, SE1 (01-928 2222). Tue, Waterloo. Mon-Sat 7.15pm, then in rep. Previews £5.50-£12, then £5.50-£14. (D)

★ **CAN-CAN:** Cole Porter's Paris musical, topnotch starring Donna McKechnie, Mike O'Shea and Bernard Alane. Strand Theatre, Aldwych, WC2 (01-836 2550). Tue, Waterloo. Mon-Sat 7.30pm, press night Oct 20, 7.15pm, then in rep. Previews £5.50-£12, then £5.50-£14. (D)

★ **THE CONDUCT OF LIFE:** Richard Linnam and Joan Hall in Cuban-born writer's drama: power sexual corrupts. Gate Theatre, Prince Albert Road, W11 (01-229 0706). Tue, Notting Hill Gate. Mon-Sat 8-9.15pm, £4.50.

★ **DEALING WITH CLAIR:** Tom Courtenay in Martin Cimp's latest play dealing with the horrors of house buying. Orange Tree Theatre, 45 Kew Road, Richmond TW9 1DP. Tue, 7.30pm, £3-26.

★ **MEASURE FOR MEASURE:** Roger Allam first-rate in Nicholas Hytner's production. Barbican Theatre, Barbican Centre, EC2 (01-638 8891). Tue, Barbican/Moorgate/Si Paul's. Tonight 7.30-10.30pm, then in rep. Mats 2.50-£15. Oct 20-22, 2.30-7.30pm, £2-15.

★ **MRS VERSHININ:** The troubled home life of an endless philosopher. Colonel Helen Cooper's ingenious account of the character Chekhov kept onstage. With Julie Legrand and Stephen Gunton. Riverside Studios, Crisp Rd, W6 (01-748 3354). Tue, Hammersmith. Mon-Sat 8-9.30pm. Mon, £5. Others 7.50. (D)

★ **ROOTS:** See caption.

★ **THE TALENTED MR. COLEMAN:** South Bank SE1 (01-928 2222). Tue, Waterloo. From tonight until Oct 22, five parts before national tour, 7.30pm. Mat Sat Oct 22, 2.30-7.30pm. Returns to Cottesloe end of Dec. £5. (D)

## WORD-WATCHING

Answers from page 24

**ORM**  
(a) An Augustinian monk of the early 13th century, probably from East Anglia, who composed the *Ormulum*, a poem of 10,000 lines in the vernacular, of great interest linguistically (rather than poetically) because of the semi-phonetic spelling system devised by Orm.

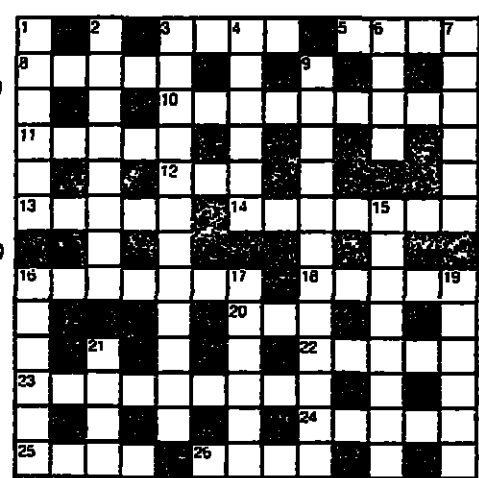
**UTZ**  
(c) The hero and title of Bruce Chatwin's novel published last month. Utz lives in Prague and seems to live only for his collection of Mexican and Indian figurines, but there is more to him than meets the eye.

**OGAM**  
(a) The alphabet of 20 characters used by the ancient British and Irish, consisting of combinations of upright and slanting strokes, and dots. It is found in inscriptions on stone and wood.

**EDDA**  
(c) The Old Norse name for two distinct Icelandic books: the *Prose Edda* is a summary of Old Norse mythology and a manual of instruction for poets; the *Poetic Edda* is a collection of Old Norse poems made about 1200. The *Eddas* are the chief source of our knowledge of Scandinavian mythology.

## CONCISE CROSSWORD NO 1697

**ACROSS**  
1 Multitude (4)  
2 Mecca pilgrimage (4)  
3 Main force of attack (5)  
10 Slapstick humour (3,6)  
11 Russian cottage (5)  
12 Cowled pigeon (3)  
13 Polyphonic anthem (5)  
14 Trunk (1)  
16 Intermixed joints (7)  
17 Slowly approaches (5)  
20 US tax authority (1,1,1)  
22 Ready for conflict (5)  
23 Card game (9)  
24 Blue Dutch war (5)  
25 Inform (4)  
26 Falconry strap (4)



**DOWN**  
1 "Where cited" (6)  
2 Rich sweet wine (8)  
3 New Jersey resort (8,4)  
4 Grass cutting (6)  
6 Attention-seeking cough (4)  
7 Happ (6)  
9 Downroadstead sheals (19)  
16 Shampoo envelope (6)  
17 Neglect (6)  
19 Scene (6)  
21 Grieving cry (4)  
22 Pupil gathering (8)

**SOLUTION TO NO 1696**  
At RYSS: 1 Banderanaia 9 Legroom 10 Ruler 11 Chit 12 Sneak out 14 Rug 15 Trail 16 Pod 18 Trichy 20 Brg 22 Idiom 23 Laurels 24 Flying cross  
DOWN: 2 Angling 3 Dior 4 Roman Catholic 5 Normally 6 Igloo 7 Egre 8 Sher 13 Stomach 16 Parvau 17 Digest 18 Thief 19 Tidy 21 Purr

## ENTERTAINMENTS

## CONCERTS

QUEEN ELIZABETH HALL, 01-709 0100  
LONDON ORCHESTRA  
LONDON SYMPHONY ORCHESTRA  
No 1 in C minor, Tchaikovsky  
Symphony No 2  
ROYAL FESTIVAL HALL, 01-629 1800  
No 1 in C minor, Tchaikovsky  
Symphony No 2

## THEATRES

QUEEN ELIZABETH HALL, 01-709 0100  
LONDON ORCHESTRA  
LONDON SYMPHONY ORCHESTRA  
No 1 in C minor, Tchaikovsky  
Symphony No 2  
ROYAL FESTIVAL HALL, 01-629 1800  
No 1 in C minor, Tchaikovsky  
Symphony No 2

## OPERA &amp; BALLET

QUEEN ELIZABETH HALL, 01-709 0100  
LONDON ORCHESTRA  
LONDON SYMPHONY ORCHESTRA  
No 1 in C minor, Tchaikovsky  
Symphony No 2  
ROYAL FESTIVAL HALL, 01-629 1800  
No 1 in C minor, Tchaikovsky  
Symphony No 2

## Anita's winning ways



"I wanted to make music which would show my own diversity, to bring in all my roots, to put together songs where people would hear jazz, soul, R&B, gospel, Top 40... It had to be a special album." So said Anita Baker (left) at the time of her second LP, *Rapture*, released in 1986. With the help of an international hit single, "Sweet Love", that album went on to sell more than three million copies, while garnering the kind of unabashed critical attention that has tended to elude contemporaries like Whitney Houston and Sade. The winning timbre of Baker's voice and her predilection for the odd burst of scat singing has prompted frequent comparisons to her heroine, the jazz singer Sarah Vaughan. Now 30 years old and devoutly religious, Baker grew up in Detroit where she started singing in church at the age of 12. She began her career as the featured vocalist in a local band, Chapter 8, with whom she recorded an album in 1980. Her first solo collection, *The Songstress*, (1983) was not released in this country, but laid the foundation for her subsequent success with *Rapture*, which was elegantly produced by the former Chapter 8 guitarist, Michael Powell. Baker has stuck to this winning formula, again employing Powell as producer and selecting another repertoire of luscious love songs on the newly-released *Giving You the Best that I Got*. Her first English dates since she played two nights at Hammerstein Odeon in July 1986 take place in the evening, Thursday and Saturday at Wembley Arena, Empire Way, Middlesex (01-902 1234), 7.30pm, £12.50-£15. Musical director is George Duke.

(Pain), who owns a fish called Wanda. Script by John Cleese. Directed by Ealing veteran Charles Crichton (109 min). Cannon Oxford St (01-638 0310). Progs 1.35, 4.45, 8.00. Cannon Baker St (01-935 9772). Progs 2.20, 5.10, 8.00. Cannon Fulham Rd (01-370 2636). Progs 2.00, 5.45, 8.55. 8 Places (01-200 0200). Progs 12.00, 2.15, 4.45, 7.15, 9.30. Plaza 2. Progs 1.00, 3.30, 6.00, 8.30. Late daily 11.00. Gainsborough (01-727 4043). Progs 12.00 (not Sun), 2.05 (not Sun), 4.10, 6.30, 9.00.

**LES PATTERSON SAVES THE WORLD** (15): Barry Humphries's massively crude Australian opus makes his film debut. With Pamela Stephenson, directed by George Miller (90 min). Cannon Oxford St (01-638 0310). Progs 1.40, 4.00, 6.15, 8.35. Cannon Fulham Rd (01-370 2636). Progs 2.45, 5.10, 7.35, 10.05. Cannon Chelsea (01-352 5086). Progs 1.45, 3.55, 7.00, 9.35.

**JAZZ**  
★ **WILD BILL DAVISON:** First of two more nights from the trad cornet player and his Stompers. Plaza 2, 10 Dean St, London W1 (01-439 8722), 9.30pm, £7.50.

**DANCE**  
★ **ONLINE:** Ashton's romantic drama about a sea spirit, with the Royal Ballet. Royal Opera House, Covent Garden, London WC2 (01-240 1065), 7.30-10.15pm, £1-£37.

**CONCERTS**  
**LUNCHTIME**  
★ **NO DITTERING UNOS:** Petronella Dittmer plays unaccompanied violin solos, including a premiere, by a pastiche by the composer, the *Prélude* from Bach's *Partita* BWV 1006, the *Allegro* from Honegger's *Sonata* and *Recitativo* and *Scherzo* by Kreisler. St Martin-in-the-Fields, London WC2 (01-248 5054), 1.15-1.45pm, free.

**ROCK**  
★ **LIVE ACID SPECTACULAR:** Innovative mixture of live and DJ generated music in an Acid House vein. The renowned Colourist leads on the acid-soaked, interspersed with the performances by the Irresistible Force, Techno Trip, and Dahl for Delhi & the Undisputed Kings of Synth. The Frigate, Tower Hamlets, London SW2 (01-326 5100) 10pm, £5.

**OPERA**  
★ **FALSTAFF:** Peter Stein's new production for Welsh National Opera. Royal Opera House, Covent Garden, London WC2 (01-240 1065), 7.30-10.15pm, £1-£37.

**CLASSICAL TOP 20**  
1 Elgar: Cello Concerto...  
2 (2) Elgar: Cello Concerto...  
3 Elgar: Cello Concerto...  
4 (3) Elgar: Cello Concerto...  
5 Elgar: Cello Concerto...  
6 (11) Elgar: Cello Concerto...  
7 (6) Elgar: Cello Concerto...  
8 (13) Elgar: Cello Concerto...  
9 Elgar: Cello Concerto...  
10 (17) Elgar: Cello Concerto...  
11 (1) Elgar: Cello Concerto...  
12 (2) Elgar: Cello Concerto...  
13 (3) Elgar: Cello Concerto...  
14 (10) Elgar: Cello Concerto...  
15 (15) Elgar: Cello Concerto...  
16 (18) Elgar: Cello Concerto...  
17 (12) Elgar: Cello Concerto...  
18 (14) Elgar: Cello Concerto...  
19 (9) Elgar: Cello Concerto...  
20 (20) Elgar: Cello Concerto...

Pierre juxtaposes Widor's *Symphony No 8* and Saint-Saëns's *E flat Prelude* and Fugue.  
Royal Festival Hall, South Bank, London SE1 (01-928 8800), 5.55-6.55pm, £4.50.

★ **BEETHOVEN REALIZED:** The Royal Liverpool Philharmonic is conducted by Walter Weller in Barry Cooper's realization of Beethoven's projected *Symphony No 10*. It is followed by Brahms's *Symphony No 3*, Bizet's *L'Arlesienne Suite No 2* and Ravel's *Bachus et Ariane Suite No 2*. Philharmonic Hall, Hope St, Liverpool L61 9SS (01-507 3769), 7.30pm, £2.25-£9.25. (D)

★ **MOONSHIPS COURTSHIP:** Musica Stravagante perform the Overture and *Ayres* from Croft's *Courtship à la Mode*, then Bach's *Suite No 2* (Stephen Preston, flute) and Handel's *Acis and Galatea* (Lorelle Skewes, soprano). David Wray conducts. St John's, Smith Square, London SW1 (01-222 1051), 7.30pm, £2.50-£5. (D)

★ **TEYTE WINNERS:** Winners of the Maggie Toyle Centenary Competition, the sopranos Elizabeth Connell, Kym Ampe, Ida-Maria Turri and Catriona Miro and Costello. British artists, are represented by Graham Sutherland and John Piper. 34-35 New Bond St, London W1 (01-493 8800), 10am.

★ **ARMADA IN ULSTER:** Opened last week, for the first time in Ireland, the magnificent international exhibition year at the National Maritime Museum. Ulster Museum, Belfast, (0232 381251) until Jan 8. Mon-Fri 10am-5pm, Sat 10am-5pm, Sun 10am-5pm. Adult £2.50, child £1.50.

★ **STANLEY GIBSONS AUCTION:** Today's sale of Postal History includes many attractive collections, of which one of the most highly prized will be Indian Army Field Post Offices from the First and Second World Wars. Stanley Gibsons Auction Room, 399 Strand, London WC2R (01-638 8444). Viewing 10am-12noon. Sale 2pm.

★ **BRITISH MUSEUM LECTURE:** Two this week: *Sculpture of the Human Figure* (in ancient Greek art) and *Henry Moore*, the sculptor. British Museum Lecture Theatre, Great Russell St, London WC1 (01-638 1555). Today, tomorrow, Friday, 3.30pm. Free.

★ **BOOKINGS**  
**FIRST CHANCE**  
BELFAST FESTIVAL: Theatre programme includes *ISC in A Midsummer Night's Dream* and *The Beaux' Strategem*. Leicester Haymarket in *Julius Caesar* and *Cleopatra*, and *The most highly prized will be Indian Army Field Post Offices* from the First and Second World Wars. Stanley Gibsons Auction Room, 399 Strand, London WC2R (01-638 8444). Viewing 10am-12noon. Sale 2pm.

★ **ENGLISH NATIONAL OPERA:** General booking opens today for European premiere of Philip Glass's *The Making of the Representative for Planet 8* based on Doris Lessing's novel, and first British production of *Christophers Christmas Eve*. Also revivals of *Simon Boccanegra*, *La Bohème* and Jonathan Miller's *Barber of Seville* and *The Affair* with Bill Oddie as Ko-Ko. Nov-Feb. Coliseum, St Martin's Lane, London WC2 (01-638 1511).

★ **EVINSON RETROSPECTIVE:** Pictures from all periods of career of artist who used Cubist, futurist and abstract techniques. Kettle's Yard Gallery, Castle Street, Cambridge (0223 352124) Ends Sunday.

★ **PRINTS AND DRAWINGS OF THE 19th CENTURY:** Decades of masterful images of German society by Gross, Dix and others. Ends Sunday. Leeds City Art Gallery, The Headrow, Leeds (0532 462495).

★ **Theatre:** Jeremy Kingston; Films: Geoff Brown; Concerts: Max Harrison; Opera: Hilary Finch; Rock: David Sinclair; Jazz: Cive Davis; Dance: John Galt; Circus: David Lee; Walks and Talks: Stephanie Bliven; Other Events: Judy Frosting; Bookings: Anne Whitehouse.

**WALKS**  
TREASURES AND TRIVIA OF MAYFAIR & ST JAMES'S: meet Green Park tube, 11am, £3. (info: 01-624 9981).

**TALK**  
ANTISEMITISM AND WORLD HISTORY: Lecture by writer, Barnett Livnoff. Joseph Marmok House, Zions Central Council of Greater Manchester, 142 Bury Old Rd, Manchester M61 7AD 1825, 8pm, £1.

**OTHER EVENTS**  
CERAMICS BY 20th CENTURY ARTISTS: First ever Sotheby sale to be devoted completely to ceramics by 20th century artists. Includes works by Picasso, Lagar, Dufy, Chagall, Braque, Miro and Costello. British artists, are represented by Graham Sutherland and John Piper. 34-35 New Bond St, London W1 (01-493 8800), 10am.

★ **ARMADA IN ULSTER:** Opened last week, for the first time in Ireland, the magnificent international exhibition year at the National Maritime Museum. Ulster Museum, Belfast, (0232 381251) until Jan 8. Mon-Fri 10am-5pm, Sat 10am-5pm, Sun 10am-5pm. Adult £2.50, child £1.50.

★ **STANLEY GIBSONS AUCTION:** Today's sale of Postal History includes many attractive collections, of which one of the most highly prized will be Indian Army Field Post Offices from the First and Second World Wars. Stanley Gibsons Auction Room, 399 Strand, London WC2R (01-638 8444). Viewing 10am-12noon. Sale 2pm.

★ **BRITISH MUSEUM LECTURE:** Two this week: *Sculpture of the Human Figure* (in ancient Greek art) and *Henry Moore*, the sculptor. British Museum Lecture Theatre, Great Russell St, London WC1 (01-638 1555). Today, tomorrow, Friday, 3.30pm. Free.

★ **BOOKINGS**  
**FIRST CHANCE**  
BELFAST FESTIVAL: Theatre programme includes *ISC in A Midsummer Night's Dream* and *The Beaux' Strategem*. Leicester Haymarket in *Julius Caesar* and *Cleopatra*, and *The most highly prized will be Indian Army Field Post Offices* from the First and Second World Wars. Stanley Gibsons Auction Room, 399 Strand, London WC2R (01-638 8444). Viewing 10am-12noon. Sale 2pm.

★ **ENGLISH NATIONAL OPERA:** General booking opens today for European premiere of Philip Glass's *The Making of the Representative for Planet 8* based on Doris Lessing's novel, and first British production of *Christophers Christmas Eve*. Also revivals of *Simon Boccanegra*, *La Bohème* and Jonathan Miller's *Barber of Seville* and *The Affair* with Bill Oddie as Ko-Ko. Nov-Feb. Coliseum, St Martin's Lane, London WC2 (01-638 1511).

★ **EVINSON RETROSPECTIVE:** Pictures from all periods of career of artist who used Cubist, futurist and abstract techniques. Kettle's Yard Gallery, Castle Street, Cambridge (0223 352124) Ends Sunday.

★ **PRINTS AND DRAWINGS OF THE 19th CENTURY:** Decades of masterful images of German society by Gross, Dix and others. Ends Sunday. Leeds City Art Gallery, The Headrow, Leeds (0532 462495).

★ **Theatre:** Jeremy Kingston; Films: Geoff Brown; Concerts: Max Harrison; Opera: Hilary Finch; Rock: David Sinclair; Jazz: Cive Davis; Dance: John Galt; Circus: David Lee; Walks and Talks: Stephanie Bliven; Other Events: Judy Frosting; Bookings: Anne Whitehouse.

★ **WALKS**  
TREASURES AND TRIVIA OF MAYFAIR & ST JAMES'S: meet Green Park tube, 11am, £3. (info: 01-624 9981).

★ **TALK**  
ANTISEMITISM AND WORLD HISTORY: Lecture by writer, Barnett Livnoff. Joseph Marmok House, Zions Central Council of Greater Manchester, 142 Bury Old Rd, Manchester M61 7AD 1825, 8pm, £1.

★ **OTHER EVENTS**  
CERAMICS BY 20th CENTURY ARTISTS: First ever Sotheby sale to be devoted completely to ceramics by 20th century artists. Includes works by Picasso, Lagar, Dufy, Chagall, Braque, Miro and Costello. British artists, are represented by Graham Sutherland and John Piper. 34-35 New Bond St, London W1 (01-493 8800), 10am.





## TELEVISION AND RADIO

Compiled by Peter Dear  
and Jane Rackham

## BBC1

- 6.00 **Cee-fax AM.**  
6.35 **Edgar Kennedy in Parlor.** *Bedroom and Wrath (b/w).* 6.55 **Weather.**  
7.00 **Breakfast Time with John Stapleton and Sally Jones.** Includes national and international news at 7.00, 7.30, 8.00 and 8.30; weather at 7.25, 7.55 and 8.25; regional news and travel reports at 7.27, 7.57 and 8.27. 8.35 **Regional news and weather.**  
9.00 **News and weather followed by Open Air.** Susan Rae receives viewers' comments on yesterday's television output 9.20 **Karej Robert Kirby talks** chairs a discussion on a topical subject.  
10.00 **News and weather followed by Q&A for Gold.** European quiz game presented by Henry Kelly (r). 10.25 **Children's BBC** introduced by Andy Crane beginning with **Playbus 10.50** Jimbo and the Jet Set (r). 10.55 **Five to Eleven** with Anne Stallybras.  
11.00 **News and weather followed by Open Air.** Susan Rae and Bob Wellings discuss last night's **The Mind Machine** programme dealing with schizophrenia.  
12.00 **News and weather followed by Daytime Live.** The guests include Kirk Douglas, Bob Monkhouse and, with a song, George Melly. 12.55 **Regional news and weather.**  
1.00 **One O'Clock News** with Michael Buerk. Weather 1.30 **Neighbours.** Lucy and Henry discover something of great value at the bottom of Lassiter's Lake 1.50 **Going for Gold.** Quiz game presented by Henry Kelly.  
2.15 **Knots Landing.** Ben and Mark find solace in other woman's arms 3.00 **I've Got a Secret.** Comedy quiz show hosted by Tom O'Connor. The guests are Gyles Brandreth, Sandra Dickinson, Joe Brown and Jan Leeming 3.30 **Cartoon Triple Bill.**

## BBC2

- 9.00 **Cee-fax 9.20 Daytime on Two:** police powers in Northern Ireland 9.50 **France and the French** 10.05 **For the very young** 10.20 **Science and the Future** 10.30 **Children's BBC** 10.50 **Playbus** 11.00 **News and weather** 11.15 **Storytelling** 11.35 **Mathematical investigations** 11.55 **Christianity 12.15 Science: sixth sense** 12.35 **Prejudice** towards two young job hunters 1.00 **For people with learning difficulties.**  
1.25 **Phenomena (r).** 1.40 **Zig Zag.** The latest in space (r).  
2.00 **News and weather followed by Storytime (r).**  
2.15 **Rights Not Charity.** An Open Space special. A discussion of life faced by large numbers of the disabled population (r). (Cee-fax)  
3.00 **News and weather followed by Rights Not Charity.** A discussion of the points raised by the documentary shown at 2.15 (r). (Cee-fax). 3.50 **News, regional news and weather.**  
4.00 **International Service.** The Hoffmanns Grand Prix

## ITV/LONDON

- 6.00 **TV-ten begins with News and The Morning Press.** The programme introduced by Richard Keys and Kathryn Holloway. 7.00 **News** followed by **Good Morning Britain** presented by Anne Diamond and Mike Morris. 8.00 **News** and **After Nine.** Women's magazine series.  
9.25 **Runway.** Travel and general knowledge quiz. The questionmaster is Richard Keadley. 9.55 **Thames news and weather.** 10.00 **News** and **Time.** . . . Mike Scott chairs a discussion on a topical subject.  
10.40 **This Morning.** Magazine programme introduced by Judy Finnigan and Richard Madeley. Includes a visit to a plant nursery with Fiona Armstrong at 11.00 and an item on car stereo anti-theft devices at 11.45.  
11.00 **News** at 11.05. Thames news at 11.55.  
12.10 **Alto.** For the young 12.30 **A Country Practice.** Medical drama series set in a remote Australian township.  
1.00 **News at One with Jon Snow.** 1.20 **Thames news and weather.** 1.50 **News** and **After Two.** John Jay and Gordon Lang examine treasures from the Orient.  
2.00 **Richmond Hill.** Australian drama series 2.55 **Gardening Time.** 3.00 **Take the High Road.** Sheila is the cause of a clash between Michael and Mark 3.25 **Thames news and weather.** 3.50 **Sons and Daughters.**  
4.00 **The Raggy Dolls.** With Neil Innes (r). 4.10 **The Adventures of Tintin (r).** 4.20 **Dogman** and **the Thra.** Cartoon adventures 4.45 **Tokyo** starring Sandi Toksvig.  
5.15 **Blockbusters.**  
5.45 **News with Alastair Stewart.** 6.00 **Thames news and weather.** 6.25 **Help with details of what libraries have to offer.**

## CHANNEL 4

- 9.30 **Schools.**  
12.00 **The Parliament Programme.** The first of a new series covering the work of both Houses of Parliament. Presented by Glyn Mathias and Alastair Stewart.  
12.30 **Business Daily.** Financial and business news service.  
1.00 **Interviewing.** Effectively applied interviewing techniques. (Oracle) 1.30 **The Customer Connection.** Who Cares Wins. How to improve customer care (r). (Oracle)  
2.00 **Files.** *Encore (1951, b/w).* Three films based on Somerset Maugham stories - *The Ant and the Grasshopper*, *Writer Cruise and Gigolo* and *Gigolo*. Directed by Harold French, Pat Jackson and Anthony Peabster.  
3.40 **The Oprah Winfrey Show.** Interviews with husbands and wives who have tried to make their partners but continue to live together.  
4.30 **Fifteen to One.** General knowledge quiz game.  
5.00 **Cartoon Alphabet** presented by Ray Alan

## Caught on the hop

## TELEVISION CHOICE

One thinks of modern jazz as a predominantly contemplative form, but one learns in Channel 4's newest arts programme, *Signals* (C4, 9.15pm) that it has inspired various genres of high-energy dancing. Such dancing found its way up from the street, via clubs, and many of its practitioners have progressed similarly.

The styles are, as one would expect, eclectic. Afro-Caribbean, Indian, old Hollywood, and martial arts influences are all absorbed and presented in a manner as energetic as such dance names as robotics, jazz tap, hinky hop and break-dancing suggest. Indeed, much of it is so gymnastic that one would not be surprised to find break-dancing at the next Olympics.

*Dancing in the Streets* also demonstrates that the movement is not just a metropolitan one: the Street Dance Competition shown here occurs in Leeds, which is the largest centre for contemporary dance outside London.

Many of these dancers came to it comparatively late, and were at first sceptical as the ex-street metal worker who associated it with prancing about in tight shirts. The performance is more energetic than sensual, and boredom is never risked, sharp and physical. As such, the emphasis is on dancing rather than on dance, and the nocturnal street lurches quite suit these dramatic displays. For those of us who restrict ourselves to an occasional light rumba it all looks impressively strenuous.



The jazz dance troupe Zoots and Spangles demonstrating their style of high-energy contemporary dance (C4, 9.15pm)

To judge from appearance, the fitness to a white American blues singer is as high a priority as it is for a British dancer. The *Late Shift* (C4, 12.15am) shows *Survivors*, *The Blues Today*, a film of white performers of mostly impressive birth, and their leaner, sharper black colleagues.

Backstage, the cultivated conversational style of bluesmen is deadpan, though women are allowed to be raucous. On stage, performers vary from flat-footed blowers to those, like saxophonist Archie Shepp, who adapt the blues

to their own jazzy ends. The purest demonstration is by John Lee Hooker, a small, elderly man who arrives shyly and departs silently. Even the delicate care with which he picks up his guitar has a reverence unmatched by the rest in full cry. It is left to Dr John, erstwhile hellraiser of the Sixties, and musical godfather to Arthur Brown and Alice Cooper, but here so curiously twined that he could be a third member of Chas and Dave, to round off proceedings, and to startle us with the fact that he is still alive.

Chris Petit

## Doing without the ass

## RADIO CHOICE

Question: what is the link between Lincoln and Dickens? Answer: neither thought much of our legal system. Lincoln was milder than Dickens. "Discourage litigation," he urged, and the quote is duly noted by John Eidinow introducing *Justice Without Lawyers* (Radio 4, 11.00am), an inquiry into the American mediation system which bypasses the courts. Dickens, of course, thought the law was an ass. Eidinow does not let the matter rest there. Had the mediation system been in operation when Mrs Bardell sued Mr Pickwick, he fantasizes, both might have been saved the indignity of debtors' prison. The mediation machinery, called Alternative Dispute Resolution (ADR) displaces judge, jury and lawyers, substituting a neutral third party, a volunteer from one of a dozen walks of life. His/her job is to persuade disputants that a good settle-



ment is better than a bad trial, and that there is a feasible alternative to the "all or nothing" outcome of a court hearing. The mediator's qualifications are not set out in much detail, but wrinkles and greying locks seem to be a fair rule-of-thumb indicator of suitability. Even if serious crimes are excluded from the ADR orbit, there remains a healthy range of

offences it can cope with: everything from a next-door neighbour row over dead cars dumped on lawns, to a department store Santa Bear that would have arrived too late for Christmas if, thanks to ADR, the normal three-year litigation process had not been telescoped into an instant settlement.

O'Neill's concluding play in his SS Glencairn sequence, *The Long Voyage Home* (Radio 3, 9.30pm) metres out to Olsson the Swede the cruel fate that his Hollywood alter ego (John Wayne) was spared in the 1940 John Ford movie. This American-made quartet of one-acters about a tramp steamer and its crew might not contain the best of O'Neill, but as realistic radio drama, they have shown some of our native radio producers that, tension-wise, the silent intervals between words can speak volumes. To British ears, the play's acoustics sound strange, being half theatre, half movie soundtrack. I would, I think, soon tire of them.

Peter Davalle



Michael Aspel hosts *This is Your Life* (ITV, 7.00pm)

**BBC1** 9.20 **Wales Today** 9.30 **Wales Today** 9.35 **Wales Today** 9.40 **Wales Today** 9.45 **Wales Today** 9.50 **Wales Today** 9.55 **Wales Today** 10.00 **Wales Today** 10.05 **Wales Today** 10.10 **Wales Today** 10.15 **Wales Today** 10.20 **Wales Today** 10.25 **Wales Today** 10.30 **Wales Today** 10.35 **Wales Today** 10.40 **Wales Today** 10.45 **Wales Today** 10.50 **Wales Today** 10.55 **Wales Today** 11.00 **Wales Today** 11.05 **Wales Today** 11.10 **Wales Today** 11.15 **Wales Today** 11.20 **Wales Today** 11.25 **Wales Today** 11.30 **Wales Today** 11.35 **Wales Today** 11.40 **Wales Today** 11.45 **Wales Today** 11.50 **Wales Today** 11.55 **Wales Today** 12.00 **Wales Today** 12.05 **Wales Today** 12.10 **Wales Today** 12.15 **Wales Today** 12.20 **Wales Today** 12.25 **Wales Today** 12.30 **Wales Today** 12.35 **Wales Today** 12.40 **Wales Today** 12.45 **Wales Today** 12.50 **Wales Today** 12.55 **Wales Today** 1.00 **Wales Today** 1.05 **Wales Today** 1.10 **Wales Today** 1.15 **Wales Today** 1.20 **Wales Today** 1.25 **Wales Today** 1.30 **Wales Today** 1.35 **Wales Today** 1.40 **Wales Today** 1.45 **Wales Today** 1.50 **Wales Today** 1.55 **Wales Today** 2.00 **Wales Today** 2.05 **Wales Today** 2.10 **Wales Today** 2.15 **Wales Today** 2.20 **Wales Today** 2.25 **Wales Today** 2.30 **Wales Today** 2.35 **Wales Today** 2.40 **Wales Today** 2.45 **Wales Today** 2.50 **Wales Today** 2.55 **Wales Today** 3.00 **Wales Today** 3.05 **Wales Today** 3.10 **Wales Today** 3.15 **Wales Today** 3.20 **Wales Today** 3.25 **Wales Today** 3.30 **Wales Today** 3.35 **Wales Today** 3.40 **Wales Today** 3.45 **Wales Today** 3.50 **Wales Today** 3.55 **Wales Today** 4.00 **Wales Today** 4.05 **Wales Today** 4.10 **Wales Today** 4.15 **Wales Today** 4.20 **Wales Today** 4.25 **Wales Today** 4.30 **Wales Today** 4.35 **Wales Today** 4.40 **Wales Today** 4.45 **Wales Today** 4.50 **Wales Today** 4.55 **Wales Today** 5.00 **Wales Today** 5.05 **Wales Today** 5.10 **Wales Today** 5.15 **Wales Today** 5.20 **Wales Today** 5.25 **Wales Today** 5.30 **Wales Today** 5.35 **Wales Today** 5.40 **Wales Today** 5.45 **Wales Today** 5.50 **Wales Today** 5.55 **Wales Today** 6.00 **Wales Today** 6.05 **Wales Today** 6.10 **Wales Today** 6.15 **Wales Today** 6.20 **Wales Today** 6.25 **Wales Today** 6.30 **Wales Today** 6.35 **Wales Today** 6.40 **Wales Today** 6.45 **Wales Today** 6.50 **Wales Today** 6.55 **Wales Today** 7.00 **Wales Today** 7.05 **Wales Today** 7.10 **Wales Today** 7.15 **Wales Today** 7.20 **Wales Today** 7.25 **Wales Today** 7.30 **Wales Today** 7.35 **Wales Today** 7.40 **Wales Today** 7.45 **Wales Today** 7.50 **Wales Today** 7.55 **Wales Today** 8.00 **Wales Today** 8.05 **Wales Today** 8.10 **Wales Today** 8.15 **Wales Today** 8.20 **Wales Today** 8.25 **Wales Today** 8.30 **Wales Today** 8.35 **Wales Today** 8.40 **Wales Today** 8.45 **Wales Today** 8.50 **Wales Today** 8.55 **Wales Today** 9.00 **Wales Today** 9.05 **Wales Today** 9.10 **Wales Today** 9.15 **Wales Today** 9.20 **Wales Today** 9.25 **Wales Today** 9.30 **Wales Today** 9.35 **Wales Today** 9.40 **Wales Today** 9.45 **Wales Today** 9.50 **Wales Today** 9.55 **Wales Today** 10.00 **Wales Today** 10.05 **Wales Today** 10.10 **Wales Today** 10.15 **Wales Today** 10.20 **Wales Today** 10.25 **Wales Today** 10.30 **Wales Today** 10.35 **Wales Today** 10.40 **Wales Today** 10.45 **Wales Today** 10.50 **Wales Today** 10.55 **Wales Today** 11.00 **Wales Today** 11.05 **Wales Today** 11.10 **Wales Today** 11.15 **Wales Today** 11.20 **Wales Today** 11.25 **Wales Today** 11.30 **Wales Today** 11.35 **Wales Today** 11.40 **Wales Today** 11.45 **Wales Today** 11.50 **Wales Today** 11.55 **Wales Today** 12.00 **Wales Today** 12.05 **Wales Today** 12.10 **Wales Today** 12.15 **Wales Today** 12.20 **Wales Today** 12.25 **Wales Today** 12.30 **Wales Today** 12.35 **Wales Today** 12.40 **Wales Today** 12.45 **Wales Today** 12.50 **Wales Today** 12.55 **Wales Today** 1.00 **Wales Today** 1.05 **Wales Today** 1.10 **Wales Today** 1.15 **Wales Today** 1.20 **Wales Today** 1.25 **Wales Today** 1.30 **Wales Today** 1.35 **Wales Today** 1.40 **Wales Today** 1.45 **Wales Today** 1.50 **Wales Today** 1.55 **Wales Today** 2.00 **Wales Today** 2.05 **Wales Today** 2.10 **Wales Today** 2.15 **Wales Today** 2.20 **Wales Today** 2.25 **Wales Today** 2.30 **Wales Today** 2.35 **Wales Today** 2.40 **Wales Today** 2.45 **Wales Today** 2.50 **Wales Today** 2.55 **Wales Today** 3.00 **Wales Today** 3.05 **Wales Today** 3.10 **Wales Today** 3.15 **Wales Today** 3.20 **Wales Today** 3.25 **Wales Today** 3.30 **Wales Today** 3.35 **Wales Today** 3.40 **Wales Today** 3.45 **Wales Today** 3.50 **Wales Today** 3.55 **Wales Today** 4.00 **Wales Today** 4.05 **Wales Today** 4.10 **Wales Today** 4.15 **Wales Today** 4.20 **Wales Today** 4.25 **Wales Today** 4.30 **Wales Today** 4.35 **Wales Today** 4.40 **Wales Today** 4.45 **Wales Today** 4.50 **Wales Today** 4.55 **Wales Today** 5.00 **Wales Today** 5.05 **Wales Today** 5.10 **Wales Today** 5.15 **Wales Today** 5.20 **Wales Today** 5.25 **Wales Today** 5.30 **Wales Today** 5.35 **Wales Today** 5.40 **Wales Today** 5.45 **Wales Today** 5.50 **Wales Today** 5.55 **Wales Today** 6.00 **Wales Today** 6.05 **Wales Today** 6.10 **Wales Today** 6.15 **Wales Today** 6.20 **Wales Today** 6.25 **Wales Today** 6.30 **Wales Today** 6.35 **Wales Today** 6.40 **Wales Today** 6.45 **Wales Today** 6.50 **Wales Today** 6.55 **Wales Today** 7.00 **Wales Today** 7.05 **Wales Today** 7.10 **Wales Today** 7.15 **Wales Today** 7.20 **Wales Today** 7.25 **Wales Today** 7.30 **Wales Today** 7.35 **Wales Today** 7.40 **Wales Today** 7.45 **Wales Today** 7.50 **Wales Today** 7.55 **Wales Today** 8.00 **Wales Today** 8.05 **Wales Today** 8.10 **Wales Today** 8.15 **Wales Today** 8.20 **Wales Today** 8.25 **Wales Today** 8.30 **Wales Today** 8.35 **Wales Today** 8.40 **Wales Today** 8.45 **Wales Today** 8.50 **Wales Today** 8.55 **Wales Today** 9.00 **Wales Today** 9.05 **Wales Today** 9.10 **Wales Today** 9.15 **Wales Today** 9.20 **Wales Today** 9.25 **Wales Today** 9.30 **Wales Today** 9.35 **Wales Today** 9.40 **Wales Today** 9.45 **Wales Today** 9.50 **Wales Today** 9.55 **Wales Today** 10.00 **Wales Today** 10.05 **Wales Today** 10.10 **Wales Today** 10.15 **Wales Today** 10.20 **Wales Today** 10.25 **Wales Today** 10.30 **Wales Today** 10.35 **Wales Today** 10.40 **Wales Today** 10.45 **Wales Today** 10.50 **Wales Today** 10.55 **Wales Today** 11.00 **Wales Today** 11.05 **Wales Today** 11.10 **Wales Today** 11.15 **Wales Today** 11.20 **Wales Today** 11.25 **Wales Today** 11.30 **Wales Today** 11.35 **Wales Today** 11.40 **Wales Today** 11.45 **Wales Today** 11.50 **Wales Today** 11.55 **Wales Today** 12.00 **Wales Today** 12.05 **Wales Today** 12.10 **Wales Today** 12.15 **Wales Today** 12.20 **Wales Today** 12.25 **Wales Today** 12.30 **Wales Today** 12.35 **Wales Today** 12.40 **Wales Today** 12.45 **Wales Today** 12.50 **Wales Today** 12.55 **Wales Today** 1.00 **Wales Today** 1.05 **Wales Today** 1.10 **Wales Today** 1.15 **Wales Today** 1.20 **Wales Today** 1.25 **Wales Today** 1.30 **Wales Today** 1.35 **Wales Today** 1.40 **Wales Today** 1.45 **Wales Today** 1.50 **Wales Today** 1.55 **Wales Today** 2.00 **Wales Today** 2.05 **Wales Today** 2.10 **Wales Today** 2.15 **Wales Today** 2.20 **Wales Today** 2.25 **Wales Today** 2.30 **Wales Today** 2.35 **Wales Today** 2.40 **Wales Today** 2.45 **Wales Today** 2.50 **Wales Today** 2.55 **Wales Today** 3.00 **Wales Today** 3.05 **Wales Today** 3.10 **Wales Today** 3.15 **Wales Today** 3.20 **Wales Today** 3.25 **Wales Today** 3.30 **Wales Today** 3.35 **Wales Today** 3.40 **Wales Today** 3.45 **Wales Today** 3.50 **Wales Today** 3.55 **Wales Today** 4.00 **Wales Today** 4.05 **Wales Today** 4.10 **Wales Today** 4.15 **Wales Today** 4.20 **Wales Today** 4.25 **Wales Today** 4.30 **Wales Today** 4.35 **Wales Today** 4.40 **Wales Today** 4.45 **Wales Today** 4.50 **Wales Today** 4.55 **Wales Today** 5.00 **Wales Today** 5.05 **Wales Today** 5.10 **Wales Today** 5.15 **Wales Today** 5.20 **Wales Today** 5.25 **Wales Today** 5.30 **Wales Today** 5.35 **Wales Today** 5.40 **Wales Today** 5.45 **Wales Today** 5.50 **Wales Today** 5.55 **Wales Today** 6.00 **Wales Today** 6.05 **Wales Today** 6.10 **Wales Today** 6.15 **Wales Today** 6.20 **Wales Today** 6.25 **Wales Today** 6.30 **Wales Today** 6.35 **Wales Today** 6.40 **Wales Today** 6.45 **Wales Today** 6.50 **Wales Today** 6.55 **Wales Today** 7.00 **Wales Today** 7.05 **Wales Today** 7.10 **Wales Today** 7.15 **Wales Today** 7.20 **Wales Today** 7.25 **Wales Today** 7.30 **Wales Today** 7.35 **Wales Today** 7.40 **Wales Today** 7.45 **Wales Today** 7.50 **Wales Today** 7.55 **Wales Today** 8.00 **Wales Today** 8.05 **Wales Today** 8.10 **Wales Today** 8.15 **Wales Today** 8.20 **Wales Today** 8.25 **Wales Today** 8.30 **Wales Today** 8.35 **Wales Today** 8.40 **Wales Today** 8.45 **Wales Today** 8.50 **Wales Today** 8.55 **Wales Today** 9.00 **Wales Today** 9.05 **Wales Today** 9.10 **Wales Today** 9.15 **Wales Today** 9.20 **Wales Today** 9.25 **Wales Today** 9.30 **Wales Today** 9.35 **Wales Today** 9.40 **Wales Today** 9.45 **Wales Today** 9.50 **Wales Today** 9.55 **Wales Today** 10.00 **Wales Today** 10.05 **Wales Today** 10.10 **Wales Today** 10.15 **Wales Today** 10.20 **Wales Today** 10.25 **Wales Today** 10.30 **Wales Today** 10.35 **Wales Today** 10.40 **Wales Today** 10.45 **Wales Today** 10.50 **Wales Today** 10.55 **Wales Today** 11.00 **Wales Today** 11.05 **Wales Today** 11.10 **Wales Today** 11.15 **Wales Today** 11.20 **Wales Today** 11.25 **Wales Today** 11.30 **Wales Today** 11.35 **Wales Today** 11.40 **Wales Today** 11.45 **Wales Today** 11.50 **Wales Today** 11.55 **Wales Today** 12.00 **Wales Today** 12.05 **Wales Today** 12.10 **Wales Today** 12.15 **Wales Today** 12.20 **Wales Today** 12.25 **Wales Today** 12.30 **Wales Today** 12.35 **Wales Today** 12.40 **Wales Today** 12.45 **Wales Today** 12.50 **Wales Today** 12.55 **Wales Today** 1.00 **Wales Today** 1.05 **Wales Today** 1.10 **Wales Today** 1.15 **Wales Today** 1.20 **Wales Today** 1.25 **Wales Today** 1.30 **Wales Today** 1.35 **Wales Today** 1.40 **Wales Today** 1.45 **Wales Today** 1.50 **Wales Today** 1.55 **Wales Today** 2.00 **Wales Today** 2.05 **Wales Today** 2.10 **Wales Today** 2.15 **Wales Today** 2.20 **Wales Today** 2.25 **Wales Today** 2.30 **Wales Today** 2.35 **Wales Today** 2.40 **Wales Today** 2.45 **Wales Today** 2.50 **Wales Today** 2.55 **Wales Today** 3.00 **Wales Today** 3.05 **Wales Today** 3.10 **Wales Today** 3.15 **Wales Today** 3.20 **Wales Today** 3.25 **Wales Today** 3.30 **Wales Today** 3.35 **Wales Today** 3.40 **Wales Today** 3.45 **Wales Today** 3.50 **Wales Today** 3.55 **Wales Today** 4.00 **Wales Today** 4.05 **Wales Today** 4.10 **Wales Today** 4.15 **Wales Today** 4.20 **Wales Today** 4.25 **Wales Today** 4.30 **Wales Today** 4.35 **Wales Today** 4.40 **Wales Today** 4.45 **Wales Today** 4.50 **Wales Today** 4.55 **Wales Today** 5.00 **Wales Today** 5.05 **Wales Today** 5.10 **Wales Today** 5.15 **Wales Today** 5.20 **Wales Today** 5.25 **Wales Today** 5.30 **Wales Today** 5.35 **Wales Today** 5.40 **Wales Today** 5.45 **Wales Today** 5.50 **Wales Today** 5.55 **Wales Today** 6.00 **Wales Today** 6.05 **Wales Today** 6.10 **Wales Today** 6.15 **Wales Today** 6.20 **Wales Today** 6.25 **Wales Today** 6.30 **Wales Today** 6.35 **Wales Today** 6.40 **Wales Today** 6.45 **Wales Today** 6.50 **Wales Today** 6.55 **Wales Today** 7.00 **Wales Today** 7.05 **Wales Today** 7.10 **Wales Today** 7.15 **Wales Today** 7.20 **Wales Today** 7.25 **Wales Today** 7.30 **Wales Today** 7.35 **Wales Today** 7.40 **Wales Today** 7.45 **Wales Today** 7.50 **Wales Today** 7.55 **Wales Today** 8.00 **Wales Today** 8.05 **Wales Today** 8.10 **Wales Today** 8.15 **Wales Today** 8.20 **Wales Today** 8.25 **Wales Today**







MARKETS	THE POUND
FT 30 Share 1509.9 (-1.4)	US dollar 1.7520 (+0.0025)
FT-SE 100 1857.0 (-3.0)	W German mark 3.1697 (-0.0104)
USM (Datastream) 162.06 (+0.41)	Trade-weighted 76.4 (-0.3)

Executive Editor  
David Brewerton

## Properties are sold for £317m

A property portfolio, including the important Paternoster Square by St Paul's Cathedral, has been sold by Mr Tony Clegg's Mountleigh group for £317.5 million to Pasternoster Properties NV, part of Organization Cineras, a Venezuelan consortium.

The new owners of the four-acre Paternoster site are committed to Mountleigh's plans to develop a million square feet of offices and 150,000 square feet of shops.

## Bid rebuffed

Pillsbury of the US yesterday rejected the takeover offer by Grand Metropolitan. The US foods company instructed its advisers to "explore alternatives".

## Profits drop

Paternoster Zochonis reported a 27 per cent drop in pre-tax profits to £24.2 million in the year to end-May. A total dividend of 7.8p is being paid, an increase of 10 per cent.

## Trust plans

Documents detailing the reconstruction of the £70 million TR North America Investment Trust, which will allow holders to cash in 98 per cent of the underlying net assets, were finally posted yesterday.

## STOCK MARKETS

New York	Dow Jones	2138.05 (-1.42)
Tokyo	Nikkei Average	27141.98 (-126.76)
Hong Kong		
	Hang Seng	2590.41 (-3.15)
Amsterdam	Gen	279.7 (-0.3)
Stockholm	AO	1571.0 (+5.3)
Frankfurt	Commerzbank	1619.8 (+19.5)
Bonn	Gen	5328.88 (-4.7)
Paris	CAC	3783.2 (-2.3)
Zurich	S&K Gen	494.5 (-0.8)
London		
	FT-A10 Share	964.35 (-0.70)
	FT-100	1857.0 (-3.0)
	FT-100 Index	176.4 (+2.3)
	FT-100 Dividend	97.52 (-0.05)
	FT-100 Yield	89.21 (+0.35)

## MAIN PRICE CHANGES

ROSE		
G Oliver	525p (+20p)	
Meyer Int'l	401.5p (+10p)	
Booker	412.5p (+10p)	
Tonkin	412.5p (+10p)	
Wintress	457.5p (+10p)	
Thorn EMI	664.5p (+5p)	
Lorrho	374p (+11p)	
Usher Walker	400p (+20p)	
Norton Opex	154.5p (+10p)	
Macarthy	251p (+14p)	

## INTEREST RATES

London: Bank Rate	12%
3-month interbank	12-11 1/2%
3-month eligible bills	11 1/2-11%
US Prime Rate	10%
Federal Funds Rate	8 1/4%
3-month Treasury	7.33-7.32%
30-year bonds	10 1/2-10 1/2 1/2%

## CURRENCIES

London:	New York:
£/\$1.7520	£/\$1.7515
£/DM1.597	£/DM1.6042
£/FFr10.709	£/FFr10.7097
£/Yen227.89	£/Yen228.70
£/Index76.4	£/Index76.4
ECU	£0.655673
SDR	£0.757010

## GOLD

London Fixing:	
AM \$413.05 pm \$411.45	
close \$411.50-412.00 (\$235.00-236.50)	
New York:	
Comex \$412.80-413.30	

## NORTH SEA OIL

Brent (Nov)	pm \$13.05 (\$13.57)
Denotes latest trading price	

## THE TIMES STOCK WATCH

Market news on Stock-watch yesterday included: profit-taking saw Daily Mail Trust A (02121) slide 300p but on the way up were Trighur Jute (08545), gaining 75p on stake speculation, Lorrho (01182), boosted 14p on bid hopes, and Dalepak Foods (03063), 5p to the good.

Recent additions include: Melville Group 03473; Sunset and Vine 03471.

Name changes include High Point Services to High Point; Ashley Industries Trust to Ashley Group; Publishing Holdings to International Communications and Data.

Calls charged 5p for 8 seconds peak, 12 seconds off peak inc. VAT.

# S&N strikes back with £42m stake in Pontin's

By Cliff Feltham

Scottish & Newcastle Breweries, under siege from a £1.6 billion takeover bid from Elders IXL, the Australian Foster's lager empire, went on the offensive last night, launching an acquisition and a fierce attack on its predators.

As the political furor surrounding the hostile bid gathered pace, Mr Alex Rankin, chief executive of S&N, bought a 50 per cent stake in Pontin's, the holiday camp business created by Sir Fred Pontin, for £42 million.

Mr Rankin rejected claims that it was a "poison pill" aimed at frustrating the Elders bid. "This deal was arranged last September. It is business as usual as far as we are concerned."

And in what promises to be a fierce battle for its independence, Mr Rankin claimed Elders was trying to buy his company on the cheap in an effort to promote Foster's.

"This whole bid and the future of thousands of jobs which will surely vanish if we are taken over is in order for Elders to secure more sales of Foster's. Heaven help us if Elders gets control of our business and runs it like it runs Courage."

"Courage has been run down in order to take second place to Foster's. Do British people want to be told what they have to drink?"

Mr Rankin - indicating the sort of robust defence S&N will be mounting - said Elders was offering what amounted to a price of only nine times historic earnings after selling Thistle Hotels for £600 million and stripping out an estimated £40 million of costs after redundancies and closures.

"I don't call that a generous offer. The management record of S&N for the last seven years has no rival in the brewing industry. We are not a sleepy company. We have a compound growth record of more than 20 per cent in profits. That doesn't sound too awful."

And in a move which provoked a strong outburst from Elders, S&N announced plans to buy a 50 per cent stake in Pontin's which runs a chain of 21 holiday centres with 55,000 beds. The business is expected to make pre-tax profits of at least £10.1 million in the current year.

Last year the Pontin's management bought the business from Bass, the brewer, for £57 million. S&N provided financial backing for the deal and is injecting its own Langdale

time-share business into Pontin's with the option of taking complete control from 1991 at a price, depending on future profits, which could value Pontin's at up to £219 million.

Elders described the move as a "total smokescreen to draw attention away from the main issue." A spokesman said: "S&N has no experience of strong management of any other business let alone one outside the brewing industry."

Elders said S&N should be content with a £4 a share offer for their company which is more than a fair valuation. We can't believe their shareholders will be impressed by this cheap poison pill."

In the stock market yesterday S&N shares slipped 9p to 395p, 5p below the bid price, reflecting anxiety over the prospect of the bid being

referred to the Monopolies Commission.

Meanwhile, Elders yesterday said it would seek shareholders' approval to buy 10 per cent of its own stock which it then intends to cancel, (writes Richard Bartley from Melbourne).

"A company's purchase of its own shares may be a prudent commercial investment when the current market price of the shares is less than their long-term value," said Elders.

Elders said that "to the extent that funds flow out of the Elders IXL group to pay for the shares acquired, Elders IXL will have less funds than it otherwise would to employ in its business activities."

Analysts estimate the cost to be Aus\$600 million (£284 million).

Directors will urge shareholders to approve the buy-back scheme at the annual meeting on November 14.

But after statements from Scotland, Elders issued a clarifying statement that Foster's, its leading lager and Australia's national drink, would not become MacFoster's, and it would not call Edinburgh home.



Turned down: David Stephenson of Newcastle Breweries with the Down Under label

## Call for Fletcher to resign

By Kerry Gill

Sir Alex Fletcher, employed as a consultant by Elders IXL in its battle to take over Scottish & Newcastle Breweries, was called on to resign his place on the board of the Scottish Development Agency yesterday.

Sir Alex's role in the bid was sharply questioned by the Scottish political establishment last night, and Mr Allan Stewart, Conservative MP for Eastwood, said the position of his former colleague was "somewhat equivocal."

He added: "He is throwing his weight in favour of outside control of a Scottish-based company and yet he is on the board of the SDA."

"He is entitled to his point of view, but I was surprised to see him taking such a leading role."

Sir Alex and Mr Stewart are former Scottish industry ministers.

Mr Gordon Wilson, leader of the Scottish National Party, said Sir Alex should either reconsider his position with the Australian-based company or resign from the SDA.

"It seems to me to be a straightforward clash of interests. The SDA exists to promote Scottish industry, but he is engaged in promoting Australian industry at the expense of Scottish industry," said Mr Wilson.

Mr Donald Dewar, Labour spokesman on Scotland, said he expected Mr Alistair Dar-

ling, Labour MP for Edinburgh Central, in whose constituency the S&N headquarters lies, to raise the bid in the House of Commons today.

Sir Alex was MP for Edinburgh Central until he lost the seat to Mr Darling last year.

On Sir Alex's role, Mr Dewar said: "A man must earn a living, I suppose."

"I was surprised to see him sitting by Mr Elliott's right, a reference to the Press conference in Edinburgh on Monday when Mr Elliott announced details of the bid, supported by Sir Alex."

Asked whether he felt Sir Alex should resign from the board of the SDA, Mr Dewar would only say: "That is a problem for Sir Alex."

From Bailey Morris Washington

## Kraft out to defy \$6bn Morris bid

Kraft Inc plans to mount a vigorous defence against the \$11.5 billion (£6.57 billion) takeover bid by Philip Morris, which is trying to create the world's largest food processing company.

Company officials said they had repeatedly stated their wish to remain independent and would use all available resources, including a poison pill defence, to fight the takeover attempt. Solicitors for Philip Morris have begun proceedings in a Chicago federal court to block the poison pill strategy.

Wall Street analysts, describing the \$90-a-share offer as a "pre-emptive strike", predicted that Kraft would have difficulty in countering the offer.

Comment, page 27

## Bond stake in Lorrho 'at least doubled'

By Colin Narbrough

Lorrho yesterday disclosed that Mr Alan Bond, the Australian businessman, had at least doubled his stake in the company to more than 4 per cent, and suggested that he controlled still more.

But while Mr Bond built up his holding in Mr Roland "Tiny" Rowland's international conglomerate, word came from New York that Mr Asher Edelman, the American corporate raider, had disposed of all of his 4.8 per cent holding in Lorrho.

A terse statement from the Edelman group said the interests had been sold "in the marketplace, neither to a private buyer nor the company."

The announcement followed a failed attempt yesterday by Mr Edelman's lawyers to arrange a meeting with Mr Rowland on November 7 to discuss the purchase of his shareholding. An initial approach had been made last Friday, when Mr Rowland was in Africa.

Mr Rowland has a 15 to 16 per cent shareholding - the biggest individual stake - in Lorrho. New York-based Mutual Funds is believed to be the second largest holder, with 6 to 7 per cent. However, Lorrho has not focused its attention on Mutual, which it regards as a stable shareholding.

Amid record trading in its shares on the Stock Exchange, Lorrho ended the day 11p higher at 374p, after climbing at one point to 388p. Some 67

million shares changed hands. Persistent buying of Lorrho shares in recent weeks has fuelled market expectations of an early takeover bid, or even a management buyout.

By early October, Mr Bond was believed to have built a 2 per cent stake in the company, but Lorrho said associates of the Bond Corporation held 18.75 million shares - or 4.13 per cent - of the British conglomerate at the close of business last Friday.

Inquiries by Merrill Lynch, the US securities house, showed that the shares were held on behalf of Huntshire Finance, a company registered in the Cook Islands in the South Pacific, and two other companies linked with the Bond group. Investigations were continuing to establish the full extent of the holding.

Mr Terry Robinson, a Lorrho director, said the company was delighted that Mr Bond had such confidence in the value of Lorrho shares.

Mr Bond was a long-standing friend of Mr Rowland, he said, noting that the two entrepreneurs had lunched together this month to discuss joint ventures. Shares were not mentioned at that meeting, and Lorrho had been unaware of the Bond holding at the time, he added.

Mr Robinson said there were now a number of large shareholders in Lorrho, but declined to speculate what their intentions might be.

## Provident boost for Mecca bid

By Martin Waller

Mecca Leisure received a boost yesterday in its bid to acquire the Scottish Amicable with 4.6 per cent, is unlikely to disclose its intentions.

Before the news from Provident Mutual Mecca reckoned to own, or have acceptance for, 18.4 per cent of Pleasurama shares.

With Mecca off 5p to 179p yesterday, its cash convertible preference and ordinary shares offer values each Pleasurama at 253.5p, against a market price of 224p, up 5p.

Provident Mutual said it had decided that Mecca understood the Pleasurama business, and that the combined group would make a logical fit.

"Mecca have done their homework well," a spokesman for Provident Mutual commented.

## Surplus on target for £10bn after PSBR leaps to £1bn

By David Smith, Economics Correspondent

The Government is on target for a £10 billion to £12 billion "budget surplus" this year, in spite of larger-than-expected borrowing of nearly £1 billion last month.

The public sector borrowing requirement for September was £989 million, and this had the effect of reducing the cumulative repayment of debt this year to £3.75 billion, from £4.73 billion in the period to August.

Even so, the underlying revenue position is strong, and there were no indications in the figures of a slowdown in tax receipts or an acceleration in public spending.

Treasury officials said the postal strike had an impact of hundreds of millions of pounds on tax collections. In addition, the Government repaid around £100 million net

to the oil companies. Petroleum revenue tax receipts were weak, at £300 million, because of low oil prices and production, and the Government had to repay £400 million in advanced PRT payments to the oil companies.

Thus, while Inland Revenue receipts in the first six months of the 1988-89 financial year were only 5 per cent up on a year earlier, the

underlying position was far stronger.

Customs and Excise receipts, which reflect the strength of consumer spending, were up by 13 per cent in the first six months, compared with a year earlier. If spending is slowing it will take several months before this shows up in lower value-added tax receipts.

The Government has all but achieved its privatization target of £5 billion for the year, with British Steel still to come next month. In the April-September period privatization proceeds were £4.9 billion. Excluding privatization, the PSBR in the first six months of the financial year was £1.2 billion, £4.6 billion lower than the total for the corresponding period last year.

Comment, page 27

## Backlog of cases will await final ruling by Lords

## Appeal victory redefines insider law

By Lawrence Lever

The Court of Appeal yesterday re-established a broad definition of insider dealing in a ruling which lays down that a person who receives price-sensitive information - rather than actively seeks or procures it - can be convicted of insider dealing if he subsequently deals on it.

The case was brought by Sir Patrick Mayhew, the Attorney General, following the acquittal of Mr Brian Fisher, a businessman, at Southwark Crown Court in April of insider dealing charges. But the issue is to go to the House of Lords for a final ruling.

Mr Fisher made £3,000 profit from share dealing after receiving inside information from an official at Kleinwort Benson, the merchant bank, who said it was highly sensitive and confidential.

The judge in that case ruled that he could not be guilty of insider dealing because the price-sensitive information

had been freely given to him and he had not therefore "obtained" it within the strict meaning of the law.

He added that "to obtain" inside information a person had to actively seek it or procure it. However, the Court of Appeal disagreed yesterday. A person who receives inside information can be said to have "obtained" it within the insider dealing laws, the court said.

Lord Lane, the Lord Chief Justice, agreed with the view of the Attorney General that: "The vice lies in the way the information is used, not in the method of its receipt." Sitting with Mr Justice Tucker and Mr Justice Leonard, he said the word "obtained" in the Companies Securities (Insider Dealing) Act 1985 had a wider meaning than "acquired by purpose and effort."

He said that "if one construes the key word 'obtained' in the light of the purpose behind the Act, the conclusion

must, in our judgement, be that it means no more than 'received'. The 'involuntary recipient' of inside information did not require protection. There is no crime in receiving the information. He can protect himself from prosecution by the simple expedient of not dealing in the relevant securities."

However, the Court of Appeal's ruling does not mean that the backlog of insider dealing cases ready to be brought to court can proceed. This is because, following a request from Mr Fisher's solicitors, the Court of Appeal has referred the point to the House of Lords for a final ruling.



On the instructions of  
Union Bank of Switzerland  
Sole Agents  
83,000 sq. ft. of superior air-conditioned offices immediately available for leasing on 6th and 7th floors. Units from 12,300 sq. ft.  
Simply the finest office environment in the city.  
St Quintin  
01-236 4040



## TEMPUS

## BA appears likely to win stake in ANZ

From Richard Long  
Wellington

A total privatization of Air New Zealand is being considered now after a decision by the New Zealand cabinet yesterday to reopen bids.

The decision, if approved by tomorrow's meeting of the government caucus, will replace Qantas, the Australian carrier, as the preferred tenderer and put British Airways in a strong position.

Mr David Lange, the Prime Minister, said it had been decided to sell up to 100 per cent of the airline. This reverses a decision to sell only 25 per cent with Qantas as preferred tenderer.

Four weeks would be allowed for bids which must allow at least 65 per cent of the shares to be held by New Zealanders with ANZ staff and the public owning at least 30 per cent.

Any overseas shareholding, including overseas airlines, would be restricted to 35 per cent with a "Kiwi class" of share created to ensure that a majority stays in New Zealand.

The changed terms are seen to favour British Airways. It is the preferred airline of a National Provident Fund-Development Finance Corporation consortium whose late bid for a 60 per cent stake led to the reconsideration.

## Paterson finds its heart of darkness

West Africa is dear to the hearts of the directors of Paterson, Zochonis, but shareholders may not feel so affectionately towards the region as the company has been badly hit by its economic problems.

These have not only affected the overall level of demand for PZ's products but have damaged the balance sheet and eroded reported profits as local currencies have declined against sterling.

PZ is still making money in Nigeria and views this market as having longer-term potential. But it may take several years to see the country fully recovered.

The future of PZ's other West African activities is less certain. Last year's results include a write-off of more than £1 million to cover overstocking and bad debts.

There was also an operational loss which is unlikely to be eliminated this year, despite rationalization.

The Cussons business is growing organically overseas. Although it has a dominant position in the British soap market, bath foams and shower gels, in which PZ is less well established, are gaining ground.

With a net £100 million in the bank, PZ, whose market capitalization is only £154 million, has, in theory, plenty of room to make acquisitions. However, toiletry com-

panies, which are the natural expansion route for PZ, tend to sell for high p/e ratios, especially if an established brand is involved.

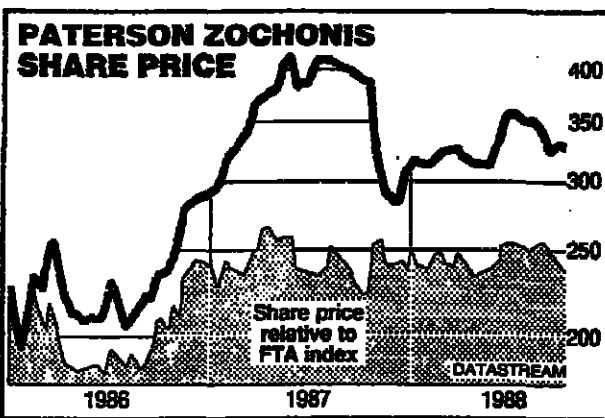
The Zochonis family and directors hold more than 50 per cent of the equity and 64 per cent of the voting shares. They do not want to dilute or sell their holding, so acquisitions for shares or a takeover are unlikely.

Nor, one imagines, would their tax situation allow them to jump at the opportunity of having the group's cash balances distributed in the form of higher dividends.

The shares are selling on a full p/e of nine times on pre-tax profit forecasts for 1988-89 of £28 million. It is difficult to see where Paterson is going to achieve a growth rate that adequately reflects the rating and also enhances the underlying quality of earnings.

## Farnell Electronics

After spending about £30 million in the current year on expansion, Farnell Electronics could no longer be accused of sitting on its cash pile. But the market may have to exercise patience while waiting for the benefits.



Such heavy investment on restructuring and start-up costs meant an unexciting performance at the half-way stage, with pre-tax profits up 6.7 per cent to £11.93 million in the six months to end-July.

Future progress should come in three stages. By next financial year the Advance Power Supplies and Wallis Hivolt businesses, bought from Low & Bonar at the end of June and currently breaking even, should be integrated and adding profits of £1 million to £1.5 million, although it will be two or three years before they reach the 17 per cent margins achieved by the group's other manufacturing operations.

British-sourced electronic

products will reach the Australian market by the end of this year with sales in Germany, potentially a much larger market, starting in February. Neither business is likely to make much headway in profit terms until 1990 and beyond.

Farnell has two new products now reaching the market, although consolidation of the new ventures will probably mean a small research and development write-off at the year end.

One is a system for monitoring vehicles in rough terrain, with an order already placed by one Middle Eastern police force and interest from elsewhere in the region and from Scandinavia. The other

is a database information manager, the first batch of which is rolling off Farnell's production line in Wetherby, West Yorkshire. Both are seed corn ventures and unlikely to amount to much for a couple of years.

The core British electronics distribution business, the biggest profits earner, must content itself with sales growth of 10 per cent in future — half that achieved earlier this year — as a result of the downturn in the market, although margins should be maintained.

Pre-tax profit forecasts for Farnell of about £27.5 million give earnings per share of 14p and a price/earnings multiple of 10.4 at yesterday's price of 146p, unchanged on the day. This is undemanding for the sector and takes little account of future growth, making the shares attractive in the long term.

## Touche Remnant

Painfully slowly, Touche Remnant's defence mechanisms are creaking into place. It has, in the last few weeks, already lost control of the third largest investment trust in the country, the £600 million TR Industrial & Gen-

eral, and seen its £42 million TR Australia come under severe threat from River Plate & General, which now has 24 per cent of the voting rights.

It must have been with considerable relief that Touche Remnant management finally gave the go-ahead yesterday for the mutualization of TR North America, after a summer of delays.

The Touche management is offering its shareholders a stake in a new Luxembourg-based multi-class fund in return for their existing shares.

And since it was the shareholders who pressed for the move in the first place, there seems little doubt about its execution at next month's extraordinary meetings.

The move will virtually eliminate the traditional discount that plagues the investment trust sector, and the risk, therefore, is that there will be a rush for the exits once the reconstruction has been accomplished.

Post Trig, Touche still has around £800 million in investments, trusts, and further mutualizations or unitizations by any other name — can presumably be anticipated.

TR City of London, worth £190 million, might be the easiest TR Trustee, valued at £300 million, leads the

## Outsider takes over as HKSE chairman

From Stephen Leather  
Hong Kong

Sir Quo-wei Lee, chairman of the Hong Kong Stock Exchange, took over yesterday as chairman of the Hong Kong Stock Exchange. He was one of five members elected to the ruling council in line with proposals from Mr Ian Hay Davidson's Securities Review Committee this year in a bid to break up the small brokers' domination of the exchange.

They will, however, have to contend with 16 stockbroking members of the council, of whom 14 are local brokers.

The new chairman promised that the exchange will do its utmost to regulate its own affairs without government intervention.

Mr Francis Yuen was appointed chief executive. He takes over from Mr Robert Fell, a former banking commissioner who was brought in after the market crash.

It was no surprise that the council elected Sir Quo-wei as chairman as the government had made it clear it thought he was perfect for the job.

Mr Tony Fung Wing-chung, representing Sun Hung Kai Investment Services and Mr Kwan Cheong-yiu, an individual member, were elected vice-chairmen of the council.

## Prestwick Holdings pays record dividend

By Martin Waller

Prestwick Holdings, the Scottish printed circuit board manufacturer, celebrated a forecast return to profitability in the year to end-July with a 1p final dividend, the first since June 1986 and the highest payment made by the company.

Pre-tax profits were £1.42 million, a little ahead of the

£1.3 million forecast with the company's convertible preference placing in June. This compares with losses of £174,000 the previous year. Mr Alastair McKie, the finance director, said that if a change in assessing depreciation was taken into account this represented a turnaround of £2.5 million.

## COMPANY BRIEFS

**DELYN PACKAGING (Int)**  
Pre-tax: £0.39 (£0.16)m  
EPS: 3.16 (1.95)p  
Div: 0.45 (0.37)p

Turnover £4.08 (£3.57)m. Although significant benefits are expected in 1989, charges will rise in second half.

**DERWENT VALLEY (Int)**  
Pre-tax: £1.89 (£0.82)m  
EPS: 13.85 (16.17)p  
Div: 1.5 (0.75)p

Board views future with confidence and looks forward to reporting further progress at year-end.

**SEAFIELD (Int) Plc**  
Pre-tax: £0.50 (£0.33)m  
EPS: 3.71 (2.41)p  
Div: Nil

Sales £4.47 (£4.87)m. Board intends that dividends be resumed as soon as possible.

**E UPTON AND SONS (Int)**  
Pre-tax: £0.34 (£0.06)m  
EPS: 2.72 (0.6)p  
Div: Nil

Comparisons restated. Turnover £6.25 (£3.96)m. Board intends to recommend final dividend of not less than 2p.

**CHEPSTOW RACE (Int)**  
Pre-tax: £0.01 (£0.02)m  
EPS: 3.0 (3.1)p  
Div: Nil

Turnover £0.47 (£0.44)m. Three race days lost because of weather compared with one day for same period in 1987.

## LONDON TRADED OPTIONS

Option	Call	Put	Option	Call	Put
Adia Lyon (405)	420 88 82 95 70 1 10 12	420 88 82 95 70 1 10 12	Glenn (1168)	900 210 220 182 185	- 3 8 17 23
Bone (799)	700 92 102 115 11 14 13	700 92 102 115 11 14 13	Hansen (1150)	1180 45 50 132 62 64	- - 52 65 65
Brl Air (1192)	140 27 30 35 20 20 20 20	140 27 30 35 20 20 20 20	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1258)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64
Brl Cntr (1178)	180 17 31 36 12 12 12 12	180 17 31 36 12 12 12 12	Holmes (934)	300 47 57 73 9 13 15	55 64 64 64



# Fitch Lovell cash call to help fund £22m UYC acquisition

By Martin Waller

Fitch Lovell, the food distribution group, surprised shareholders yesterday with its first cash call in 11 years to fund the acquisition of a catering supplies business from Guinness and wipe out its growing borrowings.

It is buying UYC, a supplier of bottled products and dry goods which Guinness acquired in the Distillers takeover, for about £22 million. The exact consideration is to be determined by audit.

The deal boosts Fitch's share of the growing catering distribution market from 12 to about 20 per cent, increasing annual sales of £75 million by about £60 million. Part of the consideration is the repayment of £17 million borrowings by UYC, which is unprofitable after interest charges.

Fitch, chaired by Mr Geoffrey



Welcome addition: Geoffrey Hankins, Fitch chairman

frey Hankins, home in on food services to caterers as a growth area two years ago, and acquisitions have boosted the

less than in the US and expected to grow.

Mr Stuart Guthrie-Brown, deputy chairman, said UYC's operation and Fitch's own were largely complementary geographically, and overlap in urban areas would lead to benefits from rationalization.

On the face of it, the acquisition and rights issue would mean "neutral to modest dilution" of earnings, he added.

The rights issue is at 225p on a one-for-four shares basis, underwritten, to raise £43.9 million.

However, the company gave warning that the restructuring of its cooked and cured meat business was taking longer than expected to produce efficiency gains, and this would hold back progress in the half year to end-October.

But an interim dividend of 4p was promised, equal to last

year's on capital enlarged by the rights.

Mr Guthrie-Brown said gearing, which was more than 40 per cent at the last year-end, would be wiped out by the proceeds of the rights. Over the past five years capital spending and the cost of acquisitions had totalled £140 million.

The dilution effect of the rights issue and the profits warning clipped the shares by 11p to 261p, although the acquisition itself was welcomed.

Mr John Parker, food analyst at Barclays de Zoete Wedd, the broker, said the price was fair and would mean an immediate enhancement on earnings per share. He has trimmed his forecast for the existing Fitch business but was looking for £33 million pre-tax profits in the current year from the merged group, up from £27.7 million last time.

## RGC acts to block Minorco

By Richard Battley and Colin Campbell

Renison Goldfields Consolidated (RGC), the Australian associate of takeover target Consolidated Gold Fields, started court proceedings in Australia yesterday to halt Minorco's bid for ConsGold. It alleged that Minorco had broken Australian law.

RGC, in papers served at the New South Wales Supreme Court, alleged that Minorco, which owns 29 per cent of ConsGold, had a relevant interest in RGC and had not, as required under the Companies Code, made an offer for RGC. RGC also cited CGF Pty Ltd, the company through which ConsGold holds its RGC stake.

Mr Campbell Anderson, RGC's managing director, said his company was seeking court orders, should the £2.9 billion bid succeed, which would require Minorco to sell its stake in RGC, cancel its voting rights, or freeze dividend payments.

He said he was "very concerned" by the threat from Mr Robbie Namalau, the Prime Minister of Papua New Guinea, that if Minorco (the Luxembourg investment arm of Anglo American of South Africa) succeeded in its bid for ConsGold, RGC would not be allowed to operate in Papua New Guinea. The effect would be that RGC would be forced to sell its stake in the Porgera gold deposit.

Mr Max Roberts, RGC chairman, flew into London yesterday to lobby British authorities on behalf of his company. He had a meeting with Office of Fair Trading officials yesterday and has requested a meeting with Lord Young, the Secretary of State for Trade and Industry.

Mr Roberts said a Minorco takeover of ConsGold would be detrimental to RGC because exploration interests and assets throughout the Pacific Basin would be threatened.

RGC had interests in Indonesia, the Philippines, Malaysia and Papua New Guinea where governments would not welcome the South African connection.

## Maxwell wins right to appeal on court ruling

By Wolfgang Münch

Mr Robert Maxwell, the publisher involved in a £26 billion takeover battle for Macmillan, the US publishing group, won a last-minute reprieve last night after a setback the previous day when a Delaware court effectively gave the go-ahead for a rival management buyout offer.

Mr Maxwell was granted an injunction and the right to appeal against the ruling as the battle for Macmillan looks set to continue for another three weeks before a final decision is expected.

Mr Maxwell started court action three weeks ago in an attempt to fight a poison pill, which gave Macmillan the right to issue shares to dilute a hostile bidder, and a lock-up agreement whereby Kohlberg



Maxwell: injunction granted

Kravis Roberts, the New York buyout specialist backing the management, would be allowed to buy four Macmillan's businesses at knock-down prices, a popular US bid

defence device under attack in the courts.

The court ruled against the poison pill, but not the lock-up agreement. Mr Maxwell expects his \$90.75 a share cash offer could win over KKR's \$90.25 cash and paper bid only if the lock-up deal was ruled unlawful. Mr Robert Pirie, president of Rothschild Inc, Mr Maxwell's US adviser, said the lock-up deal would cost Mr Maxwell \$8 a share in taxes. "We can't go ahead with the lock-up in place," he said.

Mr Ken Noble, a publishing analyst at PaineWebber, said: "Everyone here believes it's all over now."

Representatives of Macmillan and KKR were jubilant at the court's decision. Macmillan described it as a positive development, while KKR said it was a big victory.

## Farnell up to £11.9m in spite of costs

Farnell Electronics increased pre-tax profits in the half-year to end-July by £753,000, to £11.9 million.

This was despite restructuring and start-up costs. The half-year dividend is increased from 1.5p to 1.8p.

The group's heavy spending programme reduced cash balances from £27 million at the start of the financial year to £4 million.

Times, page 26

## Financing arranged

News International, the newspaper publishing group, has arranged \$2 billion (£1.14 billion) in acquisition financing to back its \$3 billion purchase of Triangle Publications, the US publishing and TV company.

The facility - managed by Midland Montagu, the merchant banking arm of Midland Bank - is fully underwritten by a group of 10 international banks and will be drawn down in two equal tranches. Further financing has been agreed with US banks by News America Publishing, part of the News International group.

## £5.9m interim

Chesterfield Properties, the property investment and development company, raised pre-tax profits from £5 million to £5.9 million during the first half of this year. Turnover rose from £8 million to £9.4 million. The interim dividend is 6p, from 5.5p.

## Final £5.22m

Pre-tax profits at Manganese Bronze, the taxi manufacturer, rose from £3.43 million to £5.22 million in the year to end-July. Turnover advanced from £50.1 million to £58.7 million. The final dividend is 3.75p a share, lifting the total to 6p (4.5p).

## \$1.2m buy

Aerospace Engineering is paying an initial \$1.2 million (£688,000) to buy Laverne Anderson, which designs and makes specialized pattern dies for the aerospace industry. Up to \$200,000 more may be paid, linked to profits.

## Payout boost

Cramphorn, the garden centre group, has increased its dividend to 5.5p per share from 5.3p after final pre-tax profits rose from £683,000 to £870,000, on sales up from £16 million to £16.4 million.

## Same again

Highland Electronics posted unchanged pre-tax profits of £740,000 for the year to end-April on sales down from £13.8 million to £12.6 million. The dividend is up from 2.5p to 3p.

## US venture

Dialcom, the United States subsidiary of British Telecom, has launched a joint venture with Prime Computer in the US to sell worldwide electronic messaging and information systems.

## GPA ahead

GPA Group, the aircraft leasing company, saw its net profit rise 59 per cent to £71.8 million (£41 million) in the first six months to September 30.

## £100m order

Avis, the car hire group, has placed a £100 million order for more than 10,000 Vauxhall cars, mostly Cavaliers and Astras.

## Marley deal

Marley is paying £3.6 million to buy Alfred McAlpine Clay Products from Alfred McAlpine Minerals.

## COMMENT David Brewerton

# Raising big dough in the food business

Pretty fast thinking is required by Philip Smith, head of Pillsbury and the man on whose shoulders rests the awesome task of repelling the \$5.1 billion bid from Grand Metropolitan.

His rumoured "white knight", Kraft, is on the wrong end of an \$11.5 billion takeover bid from Philip Morris, and unless the two victims can concoct a deal together, they are both likely to be rendered down to provide fat for their would-be acquirers.

The takeover attempt by Philip Morris, a cash-rich tobacco company which has been diversifying rapidly, had been rumoured on Wall Street even longer than Elders' bid for Scottish & Newcastle was rumoured around the bars of Edinburgh and the City. Speculators have been buying up Kraft stock since July when it stood at \$51 a share. Late Monday Kraft shares closed at \$60.13 prior to announcement of the \$90-a-share offer.

Kraft's line of food products, which include cheeses and margarines in addition to Seven Seas salad dressing and Sealtest ice cream and toppings, would represent a dramatic expansion in the processed area for Philip Morris, which recently acquired another big US

food company, General Foods. Ironically, Mr Smith, the former chairman of General Foods, resigned last July to head Pillsbury, largely because it remained one of the few independent companies in the food industry.

In recent years, big US tobacco companies have moved aggressively to diversify before public pressures over the dangers of smoking seriously erode cigarette industry profits. Kraft is considered an ideal match for Philip Morris because its product lines do not overlap with those of General Foods, which has experienced difficulties since it was acquired in 1985. In addition, Kraft's international operations complement those of Philip Morris. Kraft has indicated it will go the distance in its fight to remain independent, including a poison pill defence if necessary. Lawyers are already in action.

But if, as seems likely, Morris succeeds, the combine will overtake Unilever as the world's largest food group: food is a global business, in which British companies are both desirable and vulnerable.

Our consolation is that in Grand Metropolitan and Unilever, at least, we have a couple of companies big enough to play on the world stage.

## Who is the DTI protecting?

Sir Godfrey Le Quesne's report on the Department of Trade's handling of the Barlow Clowes affair is expected to be made public tomorrow afternoon. DTI sources say that it will be accompanied by statements in the House of Lords - by Lord Young, the Trade and Industry Secretary - and in the Commons by Mr Tony Newton, Lord Young's number two at the department.

The Government's handling of the Barlow Clowes affair, since it erupted in June, has so far been flawed. It commissioned an "independent" report from Sir Godfrey, which had the convenient effect of taking the immediate political steam out of the situation, while imposing narrow and unsatisfactory terms of reference which made it unlikely that a full investigation would follow.

Sir Godfrey's report, for instance, will focus only on the role of the DTI when, as *The Times* has reported, other government departments, including the Inland Revenue, were warned about Barlow Clowes before it crashed. The terms of reference only require Sir Godfrey to investigate

events after January 1983 - even though much happened before then that is relevant to the DTI's decision to license Barlow Clowes in October 1985.

Moreover, witnesses who would have had valuable contributions to make to an "independent" inquiry have not been asked to attend and give evidence. This includes the liquidators of Barlow Clowes as well as the solicitors co-ordinating thousands of Barlow Clowes investors not to mention the man himself, Mr Peter Clowes.

Moreover, despite the apparent urgency of the report, compounded by the plight of investors literally deprived of their life savings, it has sat on Lord Young's desk for more than a month. And of course it will not be released until late afternoon, giving the Opposition and other interested parties scant time to read and make an informed public response on it. It is not this behaviour of a department more concerned with self-protection than the protection of investors?

## Resurgent Jeyes for USM

By Wolfgang Münch

Jeyes Group, producers of detergents, bleach and moist toilet tissues, which was bought out from Cadbury Schweppes in 1986, is coming to the Unilested Securities Market via a placing to raise £4.08 million. Around 3.57 million shares are being placed at 140p, of which 3.21 million are newly issued. The placing values the company at around £15.1 million.

At the time of the management buy-out the group was operating at a loss of £1.5

million. But following a rationalization programme, involving cost savings of £4 million, and three acquisitions worth a total of £1.5 million, the company achieved pre-tax profits of £1.2 million on turnover of £29.3 million for the year ended January 2.

Jeyes claims a British market share for its products of between 15 per cent in moist toilet tissues and 50 per cent in disinfectants.

Exports, particularly to the US, Australia and New Zea-

land, make up 25 per cent of sales. Mr Jimmy Moir, managing director, said that Europe represented the strongest growth area. "The UK market is saturated in some areas, but the situation is different overseas. Unfortunately, all this 1992 stuff came a bit early for us," he said.

Mr Moir added that it was the company's ultimate intention to obtain a full listing. The directors will retain a 38.4 per cent stake on a fully diluted basis.

## Whitney's Equitable solution

Christopher Whitney, who, three years ago, lobbied to get the DTI to put inspectors into Millbury, Jim Raper's troubled building company - and is still awaiting their report - has now turned his attention to London Life. The 182-year-old mutual life company today holds an extraordinary general meeting at which it hopes members will approve its proposed merger with Australian Mutual Provident. But the respective boards reckoned without any involvement by Whitney, aged 50, a management consultant from Herefordshire. Criticizing the bonus record of AMP and claiming that a merger with Equitable Life would be far more beneficial, Whitney says he has reason to believe that Equitable would be interested in such a deal if it were to be approached. His wife, Rosemary, is a member of London Life, and he plans to move an amendment to the firm's intended resolution, which will, he says, "force London Life's directors to invite Equitable to produce a scheme for the transfer of London's long-term business to the Equitable, and to ask the independent actuaries who commented on the Australian scheme to comment on any Equitable scheme that is forthcoming. The reports of the actuaries should then be submitted to the High Court, with the other reports, to discover which is in the best interests of members and policy holders."

## THE TIMES CITY DIARY

### Less is more, or less

Whoops! But while the rest of the City was somewhat amused, Rudi Mueller, chairman of UBS and Phillips & Drew, has, I hear, been unable to see the funny side. The wouldn't be us. It might - dare we say it - suggest a less value-conscious company. Landable, indeed. But on page 22 of the same newspaper is a full-page colour ad for Philpotts & Drew Fund Management, which began: "Take a full page in one of the dailies" our agency advised. "Colour. Lots of illustrations. We disagreed. We felt such extravagance simply wouldn't be us. It might - dare we say it - suggest a less value-conscious company."

Next dance... George Davies of Next is apparently able to see the funny side of reports emanating from Gerald Ratner, chairman of the jewellery group, that Next approached his company to offer it the Sab-

burys and Zales retail chains, originally part of Combined English Stores. Ratners bought the chains for £150 million, claiming that to be an exceptionally good price. But viewing such a picture as implying - erroneously - that the sale of Salsburys and Zales was in any way forced, the Next camp is now at pains to point out that it was in fact Ratners which approached Next.

## Teamwork

Marriages and tandems have gone together since Daisy sat on a bicycle made for two. So Woolwich Building Society executives Tony McKiddie, the company secretary, and Iain Smith, group accountant, are planning to commemorate the marriage of the Woolwich and Gateway building societies by riding a tandem 70 miles from Equitable House, Woolwich, to Gateway House, Worthing.

## Marcus words

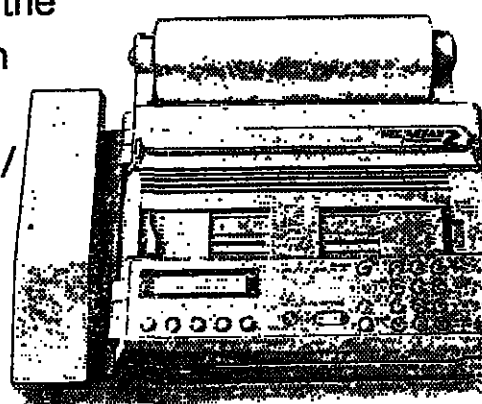
The City really ought to learn to respect its elders. Marcus Colby, who, at the age of 84 is the oldest stockbroker still in full-time business, bravely stuck his neck out at the end of August - in the City Diary - and described the British stock market as a "screaming buy." He did so even though we were then in the middle of that long, three-week account that saw the FT-SE 100 Index fall 96 points to 1,746.9, and had almost all other City folk running for cover, claiming we were entering the second leg of the bear market. "I'm now probably in the biggest minority I've ever been in, but you have to go against the mob," he said at the time. And Colby, who started working for the then City firm Halhead and King in 1926 - he is now attached to WI Carr - and profitably survived the crashes of 1929 and 1974, was, of course, right. Since he made his prediction, the FT-SE has risen by more than 100 points. And where will it go from here? "Higher," he says, without a moment's hesitation.

County NatWest has lost one of its directors, John Cameron, to rival merchant bank Kleinwort Benson. Cameron, aged 34, who had been responsible for business development in the United Kingdom for County, started at Kleinwort last week as a corporate finance director, specializing in international capital markets. He had been with County for five years.

Carol Leonard

## THIS IS THE FIRST FAX WITH AN ANSWERPHONE,

- The NEFAX 2 is the first fax with an answerphone.
- Dual telephone/fax line.
- 50 autodial numbers.
- Sends text and photos.
- Timed off-peak transmissions.
- Quiet and compact.
- You can lease or buy from £6.95 per week.



NEC

## SO PLEASE LEAVE YOUR NAME AND DETAILS AND WE'LL GET BACK TO YOU.

DEALER'S NAMES AND ADDRESS

OFFICE COMMUNICATIONS GROUP, Please Tick ☐ Arrange a demonstration ☐ Send info FREEPOST, EDGWARE, MIDDLESEX HA8 5BR

Company Name \_\_\_\_\_ Phone No \_\_\_\_\_

Address \_\_\_\_\_

Name \_\_\_\_\_ Position \_\_\_\_\_

ACTION LINE 01-951 4599



## STOCK MARKET

# Black Monday memories still fresh

**Standard Chartered**  
Standard Chartered Merchant Bank Ltd.



الحمد لله

**Megatechnology is today's driving force in microelectronics. It is the standard against which all future progress will be measured: whether the standard be technical innovation or price competitiveness.**

**Megatechnology is here! State-of-the-art production techniques allow for submicron devices to be produced with unprecedented reliability. The Megabit DRAM, for example, contains 2.2 million components on a chip only 45 mm<sup>2</sup> with capacity to store the contents of 64 typed pages – about half the text of a small novel. Such progress is a new dimension in high-speed semiconductor memory technology, but has only been achieved after considerable financial and human resource expenditure involving technical development, advanced fabrication methods and quality assurance engineering.**

Siemens is the only European manufacturer of 1 Megabit DRAMs, yet development is well advanced for the next generation of the memory – a 4 Megabit device involving even smaller scales of integration. This chip – with sufficient capacity to store an average-sized novel – will be in production by next year.

Progress continues, for high-capacity memories are only a means to an end: *they are the "vehicles" for even more complex chip technology that will bring greater innovative trends to: telecommunications and information technology, industrial electronics, automotive electronics, entertainment electronics and many other fields where innovation linked to quality are key factors.*

**You can obtain more information concerning the state of Megatechnology from Siemens at Electronica '88 in Munich from 8th - 12th November in Hall 23 on Stand A4, or just call our U.K. Sales Office at Sunbury-on-Thames on 0932 785691. There is a Megasolution to all your micro-electronics problems!**



# Our price always seems to bring on a cold sweat.



Brow glistening, you empty your wallet into the barman's hand.

Does a pint of Stella really cost that much, you wonder?

It does indeed.

How else could we possibly afford the swingeing sums demanded of us to bag the choicest European barley?

Or pay the king's ransom necessary to secure the pick of Czech hops?

(The Saaz variety and only the most fragrant female hops at that.)

The time-consuming business of allowing Stella to mature twice as long as ordinary beers also swallows up your money.

Parting with so much of it can seem nothing short of agony.

Until, that is, the ecstasy of those first few sips convinces you otherwise.

And makes paying for Stella seem no sweat at all.

Stella Artois. Reassuringly expensive.





## Portfolio PLUS Accumulator

From your Portfolio gold card check your eight share price movements on this page only. Add them up to give you your overall total and check this against the daily or accumulator dividend figures. If it matches or better this figure you have won outright or a share of the daily or accumulator prize money. If you win, follow the claim procedure on the back of your card. Always have your card available when claiming. Game rules appear on the back of your card.

No.	Company	Group	Gain or Loss
1	Bus Mortgage	Banking/Discount	
2	Tarmac (as)	Building/Roads	
3	Pleasance	Leisure	
4	Marley	Building/Roads	
5	Enka Hse	Industrial S-K	
6	Mervale Moore	Property	
7	Rockfin Colman (as)	Industrial L-R	
8	FKB	Paper/Print/Adv	
9	Davies & Newman	Industrial A-D	
10	Angli (as)	Food	
11	Shackley	Industrial S-Z	
12	Broken Hill	Industrial A-D	
13	Wyndham Eng	Industrial S-Z	
14	Abbott Med	Paper/Print/Adv	
15	Sandell Perkins	Building/Roads	
16	Unisa Square	Property	
17	Ward White	Drugs/Pharm	
18	AMJ Health	Industrial A-D	
19	Capital Radio	Leisure	
20	Alfred Irish	Banking/Discount	
21	Nichols (N) (Vine)	Food	
22	Sieff (as)	Industrial S-Z	
23	Smiths Ind (as)	Industrial S-Z	
24	Boat (Henry)	Building/Roads	
25	Imry Marsh	Property	
26	Burnham (as)	Oil/Gas	
27	Alcon	Drugs/Pharm	
28	Derwent Hides	Property	
29	Radiant Metal	Industrial L-R	
30	Pennant Prop	Property	
31	TI	Industrial S-Z	
32	Nurfin & Peacock	Food	
33	Bochman (as)	Industrial A-D	
34	Cherfield	Property	
35	East Mid Finance	Banking/Discount	
36	Smith (W) (A) (as)	Drugs/Pharm	
37	Elc Data Process	Electronic	
38	Hammerson	Property	
39	Bank Of Ireland	Banking/Discount	
40	Heddon	Chemicals/Plas	
41	Honda Motor	Motor/Aircraft	
42	Int Thomson	Newspapers/Pub	
43	Magnet (as)	Building/Roads	
44	Heywood Williams	Building/Roads	

Please take into account any minus signs

Weekly Dividend						
Please make a note of your daily totals for the weekly dividend of £8,000 in Saturday's newspaper.						
MON	TUE	WED	THU	FRI	SAT	TOTAL

### BRITISH FUNDS

1988	High	Low	Open	Close	% Chg	Volume
SHORTS (Under Five Years)						
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00	115.00	115.00	0.00	11,367
100% Cash	115.00	115.00				



[illegible]



# CREATIVE, MEDIA & MARKETING APPOINTMENTS

## CREATIVE & MEDIA

Continued from page 21

### THE TIMES

**Needs young smart energetic people to join our busy classified advertising telesales team.**

**Could you handle over 50 telephone sales calls a day?**

**If your answer is yes, then read on...**

★ Excellent salary plus very generous bonuses.

★ 6 Weeks holiday.

★ Free BUPA.

★ Subsidised staff restaurant.

★ Excellent pension scheme.

**All you need to be is:**

★ Intelligent, articulate and numerate

★ Able to type (minimum 35 wpm) and spell.

★ Able to work under pressure.

★ Aged at least 21.

★ Ambitious and tenacious.

★ Enjoy talking to people and have a sense of humour!

★ Live within a commutable distance of East London. Excellent career prospects exist for the right candidates - full and part time - vacancies available.

**If you think you would enjoy this exciting challenge then phone the following number:-**

**Pamela Hamilton**

**01-782 7766**

\* Terms variable

Our client is a leading U.S. direct marketing company in the field of art and collectables with operations worldwide.

Due to recent expansion of productlines originating in various European and African locations, the Corporate Development Group is seeking a professional for the position of

## INTERNATIONAL PRODUCT DEVELOPMENT MANAGER

whose mission it will be to create new product ideas, marketing concepts and prototypes from existing and new territories, working with artists and manufacturers, as well as to manage ongoing projects.

Based in London and reporting directly to the company's U.S. headquarters, this position is highly independent and will involve up to 50% travel. Candidates who should be under 40 years old should have held a responsible position in a commercial art environment, be able to demonstrate achievement and be skilled in international negotiations.

The successful candidate will be offered remuneration in the neighbourhood of £40,000 pa, plus car and other secondary benefits.

Interested candidates should send a c.v. or comprehensive letter in strictest confidence to John Geismar (T42).

**LONDON EXECUTIVE PLACEMENT BUREAU**

Specialist Selection Agency

17 BERNERS STREET LONDON W1P 3JZ

Telephone 01-580 2020

Telex 01-580 2020

Fax 01-580 2020

## Development Director

Salary negotiable up to a maximum of £25,000 inclusive of London allowance

The Polytechnic of Central London wishes to appoint a person to lead and coordinate its 150th Anniversary fund-raising campaign. This is a new post in support of PCL's development strategy of seeking substantial funding from private sources, particularly the corporate sector.

Applications are particularly welcome from those with direct fund-raising experience or who are able to offer skills relevant to fund-raising, such as marketing, public relations, campaign management, corporate giving or alumni relations.

The appointment will be available for three years in the first instance.

Interested applicants are invited to discuss the post with Dr Neil Darnley, telephone 01-580 2020 ext 2003 or 2010.

Please telephone 01-580 2020 ext 2136 (Answerphone) for an application form and further details, or write to: Personnel Department, PCL, 309 Regent Street, London W1R 8AL, quoting Ref 6981. Closing date for the receipt of completed application forms is 2 November 1988.

PCL is an Equal Opportunities Employer.

**PCL**  
THE POLYTECHNIC OF CENTRAL LONDON

## TSW - TELEVISION SOUTH WEST LTD

Television South West has a vacancy for a trainee in media sales to work in their successful London sales team.

We are looking for dynamic, intelligent, hard-working people with bags of personality. Applicants should be highly numerate, probably graduates, but certainly educated to 'A' level standard with 'O' levels in English and Maths.

Ideal age between 20 and 25.

If you are young and ambitious apply in writing with C.V. to:

Tess Alps  
Sales Controller  
TSW - Television South West Ltd.  
Bowater House  
68 Knightsbridge  
London SW1X 7LP

TSW is an equal opportunity employer.

## Telepress

Publications  
**EXCEPTIONAL SALES PEOPLE**

We are looking for people with exceptional sales skills to help develop two high quality magazines. Experience dealing with agencies is essential.

We offer top industry salaries, generous bonuses and quality cars commensurate with skills and experience. This is a rare opportunity to grow with a fast-developing, established publishing company. Please telephone or write to:

W. JACKSON, TELEPRESS PUBLICATIONS,  
361 Upper Richmond Road West, London SW14 8QN.  
Tel: 01-392 1379.

## EQUITY BOND WARRANTS SALES POSITION

Our prestigious U.S. and Japanese clients require experienced (2-4 yrs) sales people.

Salaries £30 - 50K + benefits.

Call Mark Anderson. 01-796 3132 at JAC

JAC Recruitment  
Dantsey House  
Fredericks Place  
Old Jewry  
London EC2R 8AB

## CONVERGENT COMMUNICATIONS

### LEADERS IN INTERACTIVE DESIGN

Our company's growth is based on its high reputation - we wish to recruit people capable of maintaining and improving the quality of our work.

### SENIOR INTERACTIVE DESIGNER

With experience of Interactive Video to work closely with clients, video director, programmers. Good training background an asset. Enthusiasm essential.

### COMPUTER PROGRAMMER

With assembly language or 'C' experience preferred. Interactive Video experience not necessary. Interest in visual presentation essential.

We offer a stimulating working environment and "top of the industry" rewards package including share options scheme & non contributory pension.

Please write enclosing CV to:

Carline Flynn, Convergent Communications Ltd,  
10 Macklin St, London WC2B 5NF

## PRODUCTION EDITOR

### SOCIAL SCIENCE JOURNALS

Butterworth Scientific Ltd, the international publishing house based in central Guildford, is looking for a Production Editor to handle the publication of a range of social science journals.

The job entails liaising with external editors, authors, freelance editors and proofreaders and managing editors to ensure the accurate and timely publication of journal issues. An understanding of the publishing process is essential and experience of learned journal publishing is preferred. The job requires strong organisational ability, a calm but committed approach to an ever-present variety of deadlines and keen attention to detail. Salary up to £12,309 according to experience. For further information and application form please contact:

Fran Sample, Butterworth Scientific Ltd  
PO Box 63, Westbury House,  
Bury Street, Guildford GU2 5BH

Butterworths meeting professional needs  
Part of Reed International

## MEDIA EXEC/GRADUATE

£12-14K

TOP TEN AGENCY - OVERSEAS DIVISION

6 months planning/buying exp or graduate considered. Post will involve Middle East travel, presentations, team-work & preparation of media profiles.

Ring GO-BETWEENS  
Box 606  
01 232 4770

## A SALES CAREER WITH OUTSTANDING POTENTIAL.

Is offered by SHROPSHIRE PUBLICATIONS, one of the UK's fastest growing specialist publishing companies.

The continued expansion of our NEW EUROPEAN TITLES necessitates our offer of genuine opportunities for those people actually seeking or maintaining a career in advertising sales.

Applicants, who must be exceptionally articulate and educated to 'A' level standard, will ideally be 25/50 years of age and possess the ability and confidence to deal at Director level.

Realistic income in excess of £25,000 during the first 12 months.

For interview, telephone the Sales Director, Dennis Wood on 01-636 8917.

## LA CRÈME DE LA CRÈME

### FOREIGN RELATIONS ASSISTANT

French & German £12,000+  
Unusual and exciting position in company involved in the music industry. Use your fluent French and German (degree level) to organise meetings, liaise with foreign visitors and translators. Admin experience essential. Central London.

### FRENCH WINE COMPANY

Fluent French £13,000+  
Confident PA/Administrator for total involvement in charming, small company, organising trade fairs, liaising with suppliers etc. Commercial experience essential. Central London.

### ADMINISTRATIVE ASSISTANT

Sales Promotion £10,000  
Large French liquor distributor seeks competent administrator to ensure smooth running of client promotions. Good typing. Shorthand an advantage. Excellent prospects. Brentford.

Please call Eagle Recruitment on 01-548 9934.

Eagle Recruitment

## EXECUTIVE SECRETARY

TO THE GENERAL MANAGER UK & IRELAND

Iberia, Spain's international airline and Europe's 3rd largest carrier, seeks an Executive Secretary to work for the General Manager. The successful applicant will be based at our West End Offices and will be an experienced, efficient secretary, totally bilingual in English and Spanish, with shorthand and typing in both languages.

A generous salary will be offered with a comprehensive package of benefits, including vacation travel concessions, pension and private medical scheme.

Applications, in writing, accompanied by full C.V., to: Personnel Manager UK & Ireland, IBERIA Airlines of Spain, Venture House, 28 Glasshouse Street, London W1R 8RG.

## SECRETARY/PA TO CHAIRMAN

Friendly small, Investment Management Company with excellent modern offices and facilities in the West End, requires experienced Secretary/PA for its Chairman.

The successful applicant is likely to be in the 35-45 age group and be willing and able to deal with all aspects of office and personal work.

Excellent salary and benefits (£14,000pa plus).

Telephone the Chairman on 01-629 2714 between 9am and 4pm and be able to supply both C.V. and references at short notice.

## EXPERIENCED SECRETARY

We are the major consumer Exhibition Organisers in Great Britain, and our Sales Director requires a first class Secretary.

In addition to good typing and shorthand skills, this interesting and varied job necessitates a mature personality, a sense of humour and at times the ability to work under pressure.

Salary negotiable, with subsidised staff restaurant and excellent holiday arrangements.

Applicants preferred age around 24 years should write with full c.v. to Box No. L86

## OFFICE MGR/EXEC SEC

£13K + perks

A confident, organized and flexible person with a sense of humour is needed to administer the day to day running of this small HQ in NW1. Also to provide occasional support to the MD and 3 directors. Must have experience of working at senior level and an excellent phone manner with the ability to prioritize. You will need to be self-motivated and not need working alone as there are often days when your boss will be away traveling.

Skills required: some audio, wordperfect WP (any X-press) and lots of common sense.

STELLA FISHER  
01-536 6644

## BILINGUAL PA

£15,000

An up-market professional PA is needed to act as a true assistant to a senior partner in a large firm of solicitors (Legal experience not necessary). Your duties will be varied ranging from handling confidential matters for the Partner to using your French skills, liaising with clients. If you have a good command of French and a minimum of 12 months' recent total involvement call Stella now on 01-629 6644.

City Legal Specialists  
Rec Cons

01 255 1555

Continued on page 34

## EDITOR

Due to in-house promotion, TTP Ltd seeks a new editor for Tobacco, the leading business journal serving the UK tobacco retailing and related trades. An energetic all-rounder is required to foster close links with a changing industry and take full responsibility for producing the monthly journal and its annual directory. Salary package includes a company car.

Apply with full career details to:

Alan Cartwright  
Editorial Director  
International Trade Publications Ltd  
Queensway House, Queensway,  
Redhill, Surrey RH1 1QS  
Telephone 0737 768611

## Considering a change of career?

A HIGH INCOME: You will earn over £12,000 in your first year with us if you meet the basic targets. Our better consultants earn over £18,000 p.a.

SECURITY: Working for a £4 billion financial services group, you will be on a regulated company scheme of £7,000 (negotiable) and based in LONDON.

If you are aged 22-35, positive, hard working and well spoken, ring:

## TELEFORCE

0000000000000000

### THE AGENCY FOR TELESales STAFF

EC1 - Excellent opportunity in Progressive Computer Co. for Telesales executive with exp. £25K basic - OTE £18K+.

WC1 - Assertive Telesales person with media exp. sought by internationally respected magazine. £25.5K basic + comm.

We also have many other interesting permanent telesales positions, from junior to management level, throughout Greater London.

Interested?

Call Sheila Mannix on 567 1722.

(Shea Art)

## NEW MAGAZINE NEEDS 3 SPACE SALES PEOPLE

3 ambitious, self-motivated salespeople needed to sell advertising in new top quality colour magazine successfully launched this summer. If you're good, make your own deal.

Call Mike Player on 01-372 5403.

## IDEAL OPPORTUNITY TO MAKE THAT EXTRA CASH FOR CHRISTMAS

**START NOW!!!**

WITH UK'S LEADING PERFUME CO.

## \*SELL PERFUME\*

AT WORK OR SOCIALLY

Unbelievable prices. Excellent commission. Definitely not multi-level. Absolutely no outlay.

Telephone the manufacturers now for free brochure and testers.

SM INTERNATIONAL DESIGNER FRAGRANCES  
0728 746031/746199  
Weekdays 9.30am to 5.30pm

Weekdays 9.30am to 5.30pm

Weekdays 9.30am to 5.30pm

Weekdays 9.30am to 5.30pm

Weekdays 9.30am to 5.30pm

Weekdays 9.30am to 5.30pm

Weekdays 9.30am to 5.30pm

Weekdays 9.30am to 5.30pm

Weekdays 9.30am to 5.30pm

Weekdays 9.30am to 5.30pm

Weekdays 9.30am to 5.30pm

Weekdays 9.30am to 5.30pm

Weekdays 9.30am to 5.30pm

Weekdays 9.30am to 5.30pm

Weekdays 9.30am to 5.30pm

Weekdays 9.30am to 5.30pm

Weekdays 9.30am to 5.30pm

Weekdays 9.30am to 5.30pm

Weekdays 9.30am to 5.30pm

Weekdays 9.30am to 5.30pm

Weekdays 9.30am to 5.30pm

Weekdays 9.30am to 5.30pm

Weekdays 9.30am to 5.30pm

Weekdays 9.30am to 5.30pm

## INDEPENDENT CONSULTING AND MANAGEMENT CO. LTD.

We are a fast growing subsidiary of a major PAN EUROPEAN MANAGEMENT CONSULTANCY GROUP. We now have vacancies to fill the position of:

## Delegate Consultant

The successful candidate will be over 25, well organised with a good general knowledge with the willpower to succeed and able to negotiate at a Senior level. Comprehensive training and assistance will be given. As a Delegate Consultant you are responsible for the development of business with small and medium size companies in your region.

This position offers a high income with all possibilities of fast promotion.

Telephone:

Patrick Spencer in Manchester on 061 938 7099

Call Roger in Derby on 0332 45894

Christopher Johnson in Plymouth on 0762 266256

Michael Burdett in Cambridge on 022 223 7000

Wednesday 19 October on 01 541 5171

Wednesday 20 October or Thursday 20 October

**ICMC**

**TO PLACE YOUR PROPERTY ADVERTISEMENT IN THE TIMES**  
**TRADE ADVERTISERS**  
**TEL: 01-481 1986**  
**PRIVATE ADVERTISERS**  
**TEL: 01-481 4000**  
**ADVERTISING FAX NO.**  
**01-481 9313**



01-481 4481

## LA CRÈME DE LA CRÈME

01-481 4481

WHAT'S THE JOB SPEC  
FOR OUR PERSONAL SEC?

Simple. You've got to be the best. Especially for our Personnel Department.

E.W. Payne Ltd, a leading City Reinsurance Broker, is looking for an experienced Personal Secretary to support the busy personnel team and play a key role helping with daily admin. tasks. You'll need impeccable office skills (WP exp. - Wang pref.; 50/60 wpm typing; shorthand/audio useful); be used to taking the initiative, and most importantly, a genuine 'People' person.

Salary will fully reflect the importance we attach to this position and will depend on your experience and qualifications. Benefits include free lunches, season ticket loan, and on site sports facilities to name but three.

Interested? Then please write to Jane Shapcott, Assistant Personnel Officer, E.W. Payne Ltd, Aldgate House, 33 Aldgate High Street, London EC3N 1AJ, enclosing your C.V. or telephone 01-623 8080 Ext. 2649 for an application form.



E.W. Payne Limited

ABICSUN

## PA TO EXECUTIVE DIRECTOR c £14,000

An extremely demanding but rewarding position assisting this dynamic director which offers a challenging career opportunity for someone who is prepared to work hard. Educated to at least 'A' level standard the candidate should possess the following qualities:

- Initiative
- Immaculate presentational skills
- Excellent communication skills at all levels
- Organisational and administrative skills
- 100/65 Shorthand and typing using W.P.
- Numerate
- Conduct research, collect information and prepare reports
- Immaculate presentational skills

## SECRETARY TO SMALL MARKETING TEAM c £12,000

A dynamic, well-presented secretary who is able to provide administrative support to a small sales team. Excellent organisational, communication and numeracy skills will provide a sound basis for the candidate who is keen to progress quickly within the company. 1st class secretarial skills of shorthand and/or audio using a W.P. are essential but more importantly a pleasant personality and a willingness to work as part of a team.

## RECEPTIONIST/SECRETARY c £9,000

Age: 21 +

The highest standards are only acceptable for this position as the company regards this function as vital. Immaculate presentation, well-educated, articulate with a confident, happy manner are the main requirements with a willingness to provide secretarial back-up using W.P. Again, we are looking for someone who can develop their skills and participate in the future growth of the company.

ABICSUN LIMITED is a fast expanding finance house located in a prestigious period building. As a subsidiary of a major international group Abicsun is poised to become a leader in its field. The philosophy of the company is to promote team spirit and create opportunities for individuals to realise their full potential and contribute to the success of the company. These opportunities are enhanced by a hard-working but creative and exciting atmosphere. All positions carry BUPA and a non-contributory pension.

Please apply to:  
Joanna Athorne Abicsun Limited 5 John Street Holborn London WC1N 2ES  
Telephone: 01-831 8000  
Facsimile: 01-831 3488

## Office Manager

£15,000 - White City

Superb opportunity to run your own show! Using your proven office management and personnel management skills, you will handle the day-to-day running of this small, flourishing concern. You should be an excellent motivator as you are responsible for supervising the Reception and support staff as well as co-ordinating all administration. Some confidential work for the Directors requires sound secretarial skills. Strong people person? Age 35+? Call 01 493 0713 for more details.

HERRYWEATHER ADVERTISING &amp; SELECTION

MERRYWEATHER

La Crème

SECRETARIAL RECRUITMENT CONSULTANTS

## Personality Plus PA

To £18,000 pa

The top Executive of this thriving, international Management Consultancy Group focuses all his energy on continued success. His success, in turn, hinges on the integrity and skill of his PA. To fit in, you are self-confident, team-spirited and great fun to have around. If your skills (no shorthand) are good and you enjoy commitment, please call Lisa Bellow on 491 1868.

01-491 1868

## NINE TO FIVE

£14,000 + Mortgage

An interesting and involved position for a PA who would prefer a 9-5 role but would also like the excitement that often goes hand in hand with long hours. This job offers a superb opportunity to assist the Vice President of Marketing and Sales, administering his department, liaising with clients and the USA, and much, much more.

Vanessa 242 3276 (Rec Cons)

The Susan Mills

PORTFOLIO

## FASHION MD'S SECRETARY

£12,500

Probably one of the most talked about fashion names in the business (and she is) seeks an experienced, confident and capable PA to assist her in her day-to-day work. MD often absent, step into his shoes, talk with clients, organise on a grand scale. Call ALISON JONES 01 629 0777

Office Angels

RECRUITMENT CONSULTANTS

## Henley, Ascot...

To £13,500 - Fulham

Once in a lifetime opportunity for an enthusiastic, socially-confident self-starter to join this small, influential Corporate Entertainment company. Your role will involve liaising with VIP clients - they have won an enviable portfolio of sponsors judging schedules, helping organise events and parties as well as attending them; providing secretarial support for 2 key Directors. A current clean driving licence is essential (Golf GTI available for use) as are sound typing skills. Age 21+. Call 01-493 0713

HERRYWEATHER ADVERTISING &amp; SELECTION

MERRYWEATHER

## WOULD YOU LIKE A JOB

STARTING MONDAY?

We have various positions available for immediate start including...

- PA Secretary to Financial Director with shorthand, audio typing.
- PA Secretary to Junior Partner in upmarket estate agent.
- Junior Audio/Video Secretary in property company.
- Merchandise Manager for a lingerie company. Marketing and management experience essential.
- Sales Ledger/Credit Controller, East London.

And we have lots more jobs available. At Kingsway we care about you. If you care about your career phone Tina on 434 9664 for further details. Kingsway Recruitment Consultants, 145 Oxford Street, W1.

KINGSWAY CAREERS

DATA  
CONNECTIONDIRECTOR'S  
SECRETARY PLUSA DEGREE? 'A' LEVELS?  
AMBITIOUS?

Data Connection is an expanding, successful UK company with an outstanding, worldwide reputation in the development of highly specialised complex computer software.

We are based in modern offices close to Enfield town centre (North London) and local transport facilities. Early next year we will be moving to larger, purpose built offices 100 metres down the road. We also have a small office in Washington DC and employ over 100, predominantly young, people.

This is a demanding job working for one of our Directors and his team which requires:

- excellent secretarial skills including shorthand
- motivation and enthusiasm
- commitment to career development
- professionalism

Whilst good experience would be an advantage for this senior position, nevertheless as a company we are committed to training and developing our people. We would, therefore, be interested in hearing from experienced secretaries or even outstanding college leavers.

Secretaries in Data Connection enjoy:

- an exciting and challenging career
- the opportunity to develop and grow
- generous company benefits
- a programme of reviews, assessment and bonuses
- excellent benefits package.

Initial salary is not normally a problem.

For your information, no-one in our office smokes.

Please apply to:

Vicci White, Recruitment Administrator,  
Data Connection, Ross House, Enfield,  
Middlesex, EN2 6SN  
Telephone (01) 366 1177

SECRETARY/  
ADMINISTRATOR

With commitments in about 60 countries CDC continues as a catalyst for British overseas development, providing investment management and support services to our wide range of projects. To work with the Personnel Executive (Management Development and Training) at our prestigious offices in SW1 we are seeking an experienced Secretary/Administrator.

The post is ideally suited to a Secretary wishing to develop an administrative or personnel career. Whilst concentrating on secretarial responsibilities, for which excellent shorthand/WP skills are required, you will become involved in a variety of administrative tasks e.g. course selection and booking; setting up course venues and assisting with induction schemes.

You should have 2/3 years secretarial experience, be able to take initiatives and have an interest in training. In exchange for your skills we offer an excellent salary and range of benefits.

For further details and interview please ring:

Mrs Veronica  
Nicholas,  
Senior  
Personnel  
Executive,  
CDC,  
London SW1  
01-828 4488.

Commonwealth Development Corporation

## THE ZARAK PARTNERSHIP

RECRUITMENT CONSULTANTS

## DEAL IN STYLE

c£17K

One of the most prestigious financial institutions in the City needs a sparkling, well-spoken, very smartly presented PA/Secretary (90-100+) for a glamorous position at the Director's side in a busy environment. You will be in constant touch with the USA arranging travel and being with clients. Flexibility essential.

Please call Peter John Knight on 01 638 9205

01-486 6951

## THE ZARAK PARTNERSHIP

RECRUITMENT CONSULTANTS

## MEDIA MAGIC

c£17K (A&amp;E)

Your wizardry on the WP and excellent writing skills will lead you to an Administrative Public Relations role with this internationally recognised financial institution. In a short while, leave the typing to junior so you can devote yourself to arranging (stunning) presentations, functions, conferences. Youthful sparkle (20-25), flexibility, polished presentation, speech and PR/marketing experience essential.

Please call Christine Healey on 01 638 9205.

01-486 6951

01-581 4767

T.M. INTERNATIONAL

RECRUITMENT

TM

01-584 3222

SPRINGWOOD

LONDON E1

PR/ADV/DESIGN

UP TO £16,000

The lively creative department of an international company in central London is looking for 2 secretaries: one 2nd jobber, and one PA to the charming MD to get involved and work closely with the young team.

One-off busy secretarial jobs with full involvement. Good secretarial skills needed to cope under pressure, and excellent presentation in order to deal with clients.

Age 18-28. Speeds 80/60.

Please call us for an interview until 6.00pm

LONDON BRUSSELS

GORDON YATES

Recruitment Consultants

RESEARCH

ASSISTANT

Fast growing recruitment firm seeks bright young girl to join expanding team. Experience not essential. Typing skills required. Please reply enclosing your cv, to: Valerie Frieberg, NIS Selection Ltd, 54 Jermyn Street, London, SW1 6LX

SENIOR SECRETARY - c£12,000 p.a.

required by a fast expanding PLC to work for the Group Financial Controller at its small Westminster head office. Ideal age 21-27. Must be mature and have excellent audio typing/WP skills. Shorthand an advantage. As well as providing full secretarial support you will be expected to perform basic accounting and administrative routines, working with the minimum of supervision.

Please write with C.V. to Miss M. Jervis, 16 Great Peter Street, London SW1P 2ES.

01-486 6951

01-486 6951

01-486 6951

01-486 6951

01-486 6951

01-486 6951

01-486 6951

01-486 6951

01-486 6951

## RECRUITMENT CONSULTANCY

MANAGERS c. £15,000 +

CONSULTANTS c. £12,000

Basingstoke  
Bedford  
Borehamwood  
Bristol  
Cambridge  
Ealing  
Edgware  
Guildford  
Harrow  
Maidenhead  
Newbury  
Northampton  
Southampton  
Stevenage  
Swindon  
Waltham Cross  
Welwyn Garden City  
Woking  
Worthing

Select Appointments PLC is the UK's fastest growing recruitment consultancy. Why is it that we have developed a company which, in less than 5 years, is now operating in 3 continents with over 400 employees and a £40m turnover? The answer is that we have proved ourselves to be highly successful in terms of SALES; not with a heavy pressurised approach but one based on Quality of Service and professional standards which are second to none within our industry.

We can now offer opportunities to join us as Managers or Consultants in a variety of locations shown above - some new, some being further developed. Suitable people for our style and level of achievement will be able to demonstrate proven success in sales in a service industry, and have a high level of commitment and enthusiasm.

We have shown that we can develop careers and individuals' potential. Already 12 of our 31 U.K. offices are managed by people who joined us as consultants - we operated a strong policy of promotion from within whenever possible.

The work is both demanding and challenging, with high levels of job satisfaction available, for success is clearly identifiable and always concerned with people. In return for that success there is a generous rewards package with regular merit salary reviews, a Profit Sharing Scheme, various Incentive Schemes and a Share Option Facility.

If you want to develop a rewarding career in a fast-moving, highly motivated and enthusiastic company, contact us today in writing with a full CV and daytime telephone number, which will be used with discretion, to the Managing Director: Mr. G. R. Rawes FCA, FECI, Select Appointments PLC, 91 High Street, Crawley, Surrey RH10 1BA. Tel: (0993) 515143.

select  
APPOINTMENTS PLC

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA







01-481 4481

## LA CRÈME DE LA CRÈME

01-481 4481

# SENIOR SECRETARIES

## TUNED INTO TEMPING?

### - A PITY THAT EVERY SILVER LINING HAS A CLOUD

You like temping. It's great. It gives you the kind of money, variety and freedom you enjoy. Unfortunately, at the back of your mind, there is an occasional niggle - no benefits. Paid holidays, sick pay, subsidised meals and the rest. The constant feeling of being an outsider - difficult to establish relationships.

Well, here at Arthur Andersen & Co., we intend to change all of that. We are looking for three experienced secretaries who will become permanent temps or, to avoid confusion, shall we say 'floating secretaries'.

You will move around our organisation applying your skills as and where needed, working for our Partners. You will have all the variety of your previous existence and will reap

all the benefits of a permanent position.

You will be working for one of the world's largest and fastest-growing firms of management consultants and chartered accountants - in magnificent offices containing over 2000 people, situated between Arundel Street and Surrey Street, just off the Strand. It's a very professional but friendly environment. You should be aged 23-35, with a minimum of 5'0" levels and at least 5 years' experience

**ARTHUR ANDERSEN & CO.**

behind you. You will have good audio/typing skills (60 wpm) - shorthand would be useful - and be well groomed and have a professional approach to your work. Good organisational and technical skills are a must and, if need be, you will have the opportunity to train/cross-train in the latest Wang network technology.

There will be a starting salary of £13,000 p.a. (plus paid overtime) - and, of course, all of our fringe benefits, including Flextime, subsidised staff restaurant, season ticket loan and free life insurance.

Leave the clouds behind. Write now with your detailed c.v. to Carole Dallimore, Senior Recruiting Officer, Arthur Andersen & Co., 1 Surrey Street, London WC2R 2PS.

An opportunity exists within the Sales Department of this major TV Company for a:

## SECRETARY TO THE SALES CONTROLLER

The Broadcasting Industry will be undergoing major changes over the next few years which will lead to tougher competition for advertising revenue.

We are looking for an experienced Secretary to provide efficient secretarial support to the Sales Controller who has, as one of his main responsibilities, the maximisation of Central's airtime sales revenue.

The requirements are:

- a minimum of 2 years' secretarial experience and to be at least in your mid-twenties
- excellent organisational and administrative skills (knowledge of personal computing would be an advantage)
- well developed and effective communication skills and confidence when dealing with people at all levels
- education to at least 'O' level standard including English language and a good level of numeracy
- experience in television or advertising would be desirable but not essential.

If you would enjoy working in a busy and demanding environment, please send your CV to: Irene Wright, Personnel Officer, Central Independent Television plc, 35-38 Portman Square, London W1A 2HZ.

An equal opportunities employer

**CENTRAL**

### PROPERTY

£14,000

A prestigious Property Co. will utilise your first class PA/Sec skills as the right hand to high powered Director dealing with important clients and highly confidential work, very challenging, very rewarding and excellent benefits.

CITY: 01-481 2345  
WEST END: 01-481 2284  
VICTORIA: 01-634 7707  
HOLBORN: 01-631 4141

### CAREER MOVE

£13,000

This prestigious company is seeking to appoint a PA to work for one of the Directors. The ideal applicant will have good administrative ability, excellent communication skills and be prepared to work in a busy and varied environment. Excellent career prospects.

CITY: 01-481 2345  
WEST END: 01-481 2284  
VICTORIA: 01-634 7707  
HOLBORN: 01-631 4141

### MD's PA

£12,500

World renowned Co. urgently needs a PA with sound admin ability & excellent communication skills to work at top level. Plenty of initiative and to run the office in the MD's absence. Skills of 100/60 needed to claim your own office in this top Co.

CITY: 01-481 2345  
WEST END: 01-481 2284  
VICTORIA: 01-634 7707  
HOLBORN: 01-631 4141

### DESIGN SEC

£12,000

A few class PAs are required to work for the chairman of a leading Design Co. Professionalism will be the key word when you liaise with designers in America and deal with highly confidential work. An excellent career move.

CITY: 01-481 2345  
WEST END: 01-481 2284  
VICTORIA: 01-634 7707  
HOLBORN: 01-631 4141

### PUBLISHING

£12,000

City Publishing Co. need a competent Sec with good organisational skills to work at Director level. This is a new position as requires setting up of systems. A highly confidential & varied work load. A unique opportunity to develop both admin & communication skills in a commercial environment. A responsible & rewarding position.

CITY: 01-481 2345  
WEST END: 01-481 2284  
VICTORIA: 01-634 7707  
HOLBORN: 01-631 4141

### VARIETY PLUS

£12,000

Our client is seeking an experienced efficient Sec capable of dealing with a highly confidential & varied work load. A unique opportunity to develop both admin & communication skills in a commercial environment. A responsible & rewarding position.

CITY: 01-481 2345  
WEST END: 01-481 2284  
VICTORIA: 01-634 7707  
HOLBORN: 01-631 4141

### PROPERTY MANAGEMENT

£16 - £20,000

Leading West London property Co. requires an experienced Management Administrator with a thorough knowledge of leases, tenancies and figures. The ability to communicate at all levels is imperative. Age 30-40.

Masterlock Rec. 01-838 1548/1718

**MASTERLOCK RECRUITMENT**  
01-938 1846/1718

### DIRECTORS ASSISTANT

SALARY £20 - 25K + Company Car  
LOCATION: BIRMINGHAM

The Business Development Director of a well known international group of computer services companies requires a highly experienced and resourceful Personal Assistant to work alongside him and co-ordinate the detail of his work.

You should be in your late twenties or early thirties, possess a strong and authoritative personality, a smart business-like appearance, great self confidence and an ability to thrive under pressure.

The Director is in charge of development and acquiring new business and you will be heavily involved in making decisions deputising for him in his absence, representing him in meetings and be willing to travel extensively in the UK and overseas. You will need to be well educated to a high standard, speak French or German and have gained experience in either the computer or communications industries.

This is an exciting and challenging senior appointment working alongside a dynamic and appreciative boss that could lead the right candidate to become a director in his or her own right, as the company encourages promotion from within.

If you would like to take on this rewarding career position send your C.V. in confidence to:

Helen Stylianou  
H.M. Consultants  
39, Gloucester Place  
London W1M 3PE  
or telephone: 9.00 - 5.30  
01-486 9134/1288  
Evening/weekends  
01-602 9741

abbatt abbatt abbatt abbatt abbatt abbatt

### PERSONAL SERVICES DEPARTMENT

#### SECRETARY TO THE Assistant Director CARE SERVICES

Scale 4 £2625 - £2546 p.a. inclusive

You will need all the attributes normally associated with secretarial work, shorthand, audio and word processing skills (we currently use ICL801 processors), knowledge of office systems and substantial organising ability.

These skills will be underpinned by a commitment to working in and for an organisation which exists to care for disadvantaged people. Tact and tolerance are as essential as the ability to work under sustained pressure.

If you are interested in learning more about the position please contact Joe Dealey, Assistant Director, Care Services, Tel 01-548 5813.

Application form and further details available from the Director of Personnel Services, Personnel Section, Fourth Floor, Crown House, London Road, Morden, Surrey, SM4 6DX, telephone 01-545 3644 (24 hour answering service). Please quote reference PC004. Closing date for receipt of applications: 18th November 1988.

### BARNES SW13

CA. £13,000

Promotion creates opening for PA/SEC to Chairman of PLC Private Healthcare Company. Delightful small office overlooking Barnes Pond lends an air of tranquility to a very busy place. Light bookkeeping skills a pre-requisite, as well as top secretarial ability.

Please ring Alison Boyle, who currently holds this post, on 878-9566.

### Psychological Advantage

£15,000 plus bonus

Development is assured in this fast-expanding Executive Recruitment company based in EC3. Organising schedules and appointments as well as co-ordinating office management. Additional secretarial support planned as your responsibilities increase. First-class skills essential. For details call 01-493 5787 today.

GORDON-YATES

### QUEEN MARY COLLEGE

(University of London)

#### DIRECTOR'S SECRETARY/PA

The Director of the fast expanding Centre for Commercial Law Studies, Professor Roy Goode, requires an efficient personal Secretary/PA. The work is interesting and varied and calls for good communication and organisational skills. The post requires the ability to exercise initiative, handle a large volume of work and liaise with senior members of the legal profession.

The position is on Grade 4, £9,351 - £10,823 inclusive of London Allowance.

For further details and application forms please write to the Personnel Office, Queen Mary College, Mile End Road, London E1 4NS and quote ref 88/151.

Closing date 7th November 1988.

### merton

London

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

### THE ROYAL PHARMACEUTICAL SOCIETY OF GREAT BRITAIN

#### Editor's Secretary

The editor of the Pharmaceutical Journal needs and enthusiastic, experienced and highly competent secretary/personal assistant. This is a challenging and rewarding job in the stimulating atmosphere created by a busy weekly publication. Good audio, inter-personal and administrative skills essential. Training will be given in word processing.

Salary is within the range of £10,893 to £12,639 per annum. High standards of performance may be rewarded by further increments up to £14,385 per annum. Good working conditions. Modern air-conditioned offices near to Waterloo. Four weeks annual holiday. Subsidised staff restaurant. Contributory pension scheme. Flex-time.

The Pharmaceutical Journal is published by the Royal Pharmaceutical Society of Great Britain. Applications should be sent to the Editor, The Pharmaceutical Journal, 1 Lambeth High Street, London, SE1 7JN.

### £20,000 WINDSOR

A pure PA role - with room for growth into management exists for a graduate with the MD of an American Bank. The offices are a large country mansion with 'en suite' tennis courts and gym. Languages useful, secretarial background required + audio skills.

Call 439-7001 West End 377-8600 City

SECRETARIES PLUS

The Secretaries of Windsor

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

### PA PERSONNEL

£13,000

International professional company offers an outstanding career opportunity in this newly created department. During the course of assisting your dynamic boss in the management of management staff and maintaining his busy diary, you will be involved in setting up new systems, liaising with executive level conditions and providing full secretarial support. Call Job Vacancies on 491 0000

MACKEY

for Secretaries

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

### PA/SECRETARY

c£ 12,000

for Director of lively & progressive export trade association. The post requires energy & initiative with good secretarial & organisational skills. Non-smoker. Age 24-40. Please write with CV or telephone.

British Water Industries Group

9 Harley Street

London W1N 2AL 01-436 7541

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 7100

01-491 710



01-481 4481

## LA CRÈME DE LA CRÈME

01-481 4481

45 Minutes with **DRAKE PERSONNEL****A CAREER POSITION**  
**£12,500**

An exciting involved role within this publishing house for an administrative secretary to assist the MD and become totally immersed in other aspects. Recruiting secretarial staff, maintaining personnel files, dealing with all general services, holiday records, SSP and maternity. Enjoy supervision of staff and be available for discussions and planning of offices. A fabulous career position if you have good administration, communication and audio/TP skills.  
Call Jo Nichols on 01-629 4031.

**WEALTH AND SUCCESS**  
**£12,000+**

Be right hand to this highly successful young executive involved in commercial property. You need a strong outgoing personality and an ability to handle all situations. Your career will quickly progress with this dynamic go-getter. Combine your excellent secretarial skills including S/H and WP typing (50wpm) with your initiative and good organisational skills. For a break with routine, call Vicky Skipworth on 01-734 0911.

**INVOLVEMENT/RESPONSIBILITY & MORE!**  
**£13,000**

A complete PA role awaits you within this exclusive firm of head-hunters! In this position you will enjoy autonomy, responsibility and freedom from routine when you handle every single facet of his day. He is professional, meticulous, charming and efficient — you are too! If you have good shorthand/typing — call Jo Nichols on 01-629 4031.

**PROPERTY ADVERTISING & PR**  
**£12,000+**

And if that sounds good read on!! This company set up approx 2 years ago and since then there has been no holding them back! If you want a challenge and can move at an extremely fast pace, while keeping calm and collected as you assist the MD, this great opportunity is for you. If you have good audio typing and WP skills, call Sharon K on 01-221 5372.

**TOWERING SPIRES**  
**£11,500**

Based in lovely offices in Victoria this Architectural partnership will appreciate your bright efficient personality and unflappable manner. As a senior secretary you will provide full support to one of the Partners — organising his appointments, and handling all his correspondence and reports using your good audio typing skills. This is an excellent opportunity to gain experience at a senior level, for further information call Karina Baird on 01-834 0368.

## Change your life today!

**WELCOMING ALL SECRETARIES**

Our current job-register covers PR, Sales Promotion, Fashion, Design, Banking, C/I, V, Marketing, Property, Advertising, Large International companies and smaller ones. We feel we have something to offer most secretaries who are looking for their next career move. Our normal appointment system may be preventing you from coming to see us, so on **WEDNESDAY 19th OCTOBER** we are having an **OPEN DAY** from 8.30am-6.30pm and look forward to discussing your particular needs with you then. So pop in with your CV — we are on the corner of Bond Street and Brook Street, entrance next to Russell & Bromley in Brook Street.

**OSBORNE - RICHARDSON**  
Secretarial & Very Professional  
110 NEW BOND STREET, LONDON W1  
RECRUITMENT CONSULTANTS  
Call 01-409 2393

**SPORTS SPONSORSHIP**  
**£8,000**

This is a great opportunity for a bright young secretary with good typing (20 wpm) to join a rapidly expanding company involved in sports sponsorship and related sport. Never a dull moment in this exciting fast moving atmosphere.  
01-493 0238

**VIDEO**  
**£14,000**

A leading figure in the world of video needs a PA to be totally involved in the busy home of his work from Production to General Practice. You'll need good organisational skills, a good level of initiative and communication skills for this exciting challenge. In return you will be rewarded with a generous salary and excellent benefits and conditions.  
01-493 0238

**MOVIE LOVER???**  
**£10,500**

Are you a silent movie buff? Do you want to know more about the life of a movie producer? Then this is your chance to play a vital role as secretary to a Director in the Art and Music Department of a leading independent television company. You'll need good w/p, strong initiative and a genuine appreciation of the cinema.  
01-493 0238

**JUDY FISHER**  
ASSOCIATES  
Recruitment Consultants**JUDY FISHER**  
ASSOCIATES  
Recruitment Consultants**JUDY FISHER**  
ASSOCIATES  
Recruitment Consultants**W1 SECRETARY/PA TO DIRECTOR OF PROPERTY COMPANY**

This is an excellent opportunity to work for an expanding company in excellent conditions. Must be experienced in audio and shorthand/speedwriting. Knowledge of word processing essential. Salary c. £11,000 plus FPP & car expenses.

APPLY IN WRITING WITH CV TO:  
Mr R Sacker FRICS FSA  
The Marylebone Estate Company PLC  
1 Welbeck Way, 11 Welbeck Street  
London W1M 7PB

**PUBLISHING**

Secretary/Administrator for one of the UK's most successful W1 publishing houses. Corporate administration and policy making is an essential aspect of a company whose rise in the international publishing world has been phenomenal. This tremendously varied role will involve you in personnel policy, training courses, conferences and certain aspects of company secretarial work. Skills: 50/60. Please telephone 497 1564

**MacBlain Nash**  
WEST END  
Recruitment Consultants**Jobs for people**

We specialise in secretaries for TV, music, advertising, PR and publishing. Only the best will do. How about for you?

**JUDY FISHER**  
ASSOCIATES  
01-493 0238  
Recruitment Consultants

**PERSONNEL & ADMIN**  
**£15,000**

Join this top firm of W1 architects and take charge of staff recruitment, training and office administration. You'll need previous recruitment experience and 90/50 skills.

Please telephone  
01-240 3511  
**Elizabeth Hunt**  
Recruitment Consultants  
2-3 Bedford Street London WC2

**KING'S COLLEGE LONDON**  
University of London

ADMINISTRATOR/SECRETARY wanted for Department of Management Studies and Management Consultancy Unit at the Kensington Campus of KING'S COLLEGE LONDON. This demanding post requires someone with initiative and adaptability to control all departmental administration and liaison with managers in business, with all the usual office work. Excellent skills and experience (no shorthand). Business experience is an advantage.

Salary £11,000. Please send applications (with CV and telephone number) and/or write or phone for further details to: The Personnel Office, King's College London, Strand, London WC2R 2LS Tel: 01-836 3454 ext 2283. Closing date: Monday, 24th October 1988.

**YOUNG, LIVELY WORKING ENVIRONMENT?**

A salary of £14,250 + Fantastic Bonuses & Perks. For complementary sec skills & experience. Young Managerial Director of very successful marketing company (20 staff) requires PA/Sec with excellent ability. Someone with 'A' level or graduate standard of education. Computer products, 25+ WP essential (no shorthand). Business experience is an advantage. Please telephone 01-222 5091 Norma Stamp. Telephone Mrs Byrnes on 01-222 5091 Norma Stamp. Personnel Services.  
"We Take More Care In Choosing"

**FIRST CLASS**  
**£17,000**

Are you a highly professional PA, whose dynamic, interpersonal and organising skills are second to none? If so the Managing Director of this international company needs you. An energetic and forward thinking man, he is the pioneering force behind the progress of the company worldwide. With the assistance of your own secretary you will organise meetings with government ministers and embassy officials, arrange complex travel arrangements using both the company jet and scheduled flights and coordinate the Chairman's itinerary as well.

Your immediate preparation, tactical nature and previous senior level experience will equip you for this challenging job. Skills: 100/80. Age 30-40.  
**HANOVER SQUARE OFFICE**  
01 408 1461  
**ANGELA MORTIMER**

**MEDICAL PA**  
**£13 - £15,000**  
+ free travel

Hammerhead based International Pharmaceutical Co. now requires a top PA to assist their charming Medical Director. You will be jumping diary, arranging travel and liaising with their offices abroad. Good S/H (50wpm) is needed, plus WP skills. Age 24-30. Must be a native speaker. Please telephone 01-938 1246/1218.

**PR Co-ordinator with DTP**  
**To £13,000**

This young and expanding PR company seeks a vivacious and ambitious person with excellent communication and analytical skills to liaise with clients and the press. Artistic flair and desktop publishing experience are essential, as is the ability to cope with a fast-moving environment.

**PA/Office Manager**  
**£14,000+**

Our clients, well-known employee benefits consultants, are looking for a PA/Office Manager to help set up and run their new office. Degree or 'A' levels would be an advantage. The work load is 50% secretarial (some s/h and wp) and 50% organisation (including some interviewing). Prospects are excellent as a future consultancy role is not an impossibility.

**Co.Sec.Trainee**  
**£12,500**

As assistant to a lawyer at a top Cosmetics House, you will receive a thorough grounding in the company secretarial activities relating to their 15 UK subsidiary companies. Good typing/wp skills are required to produce relevant sec/admin support, and an enthusiastic, intelligent approach to your career. Preferred age early/mid twenties.

**GRADUATE APPOINTMENTS**  
7 PRINCES STREET, W.1. 01-629 7282**THE ROYAL NATIONAL INSTITUTE FOR THE BLIND**  
**SECRETARY/ADMINISTRATOR**

Fundraising  
Salary Range: £9,756 - £11,907

Our recently appointed Corporate Fundraising Director is looking for a secretary to join a small but growing team preparing for a major fundraising appeal in 1990.

This is a chance for an experienced secretary with initiative to develop a key role in order to maximise the combined talents and resources of the team.

It requires a good command of English, both written and verbal, ability to communicate, accurate typing/wp skills as well as flexibility and total involvement in the project.  
36 hour week, flexible, 4 weeks holiday, contributory pension, subsidised canteen.  
Please telephone for an application form, details job title, £1250 Ext. 3460 (Amersham). Or send CV to: Anah Staffing, Personnel Recruitment, Portland Street, London W1N 6AA.  
Closing date for applications: 2nd November 1988.

**DMB&B**  
**ADVERTISING**  
**ADVERTISING CHALLENGE**  
**£10,000 neg**

DMB & B are a leading international advertising Agency in St James's Sq, which is 4 mins walk from Piccadilly tube station. We are looking for a young, flexible, intelligent person, with initiative, enthusiasm and excellent secretarial skills to work with one of our Client Account Directors and his group.

Our ideal applicant would have a knowledge or interest in Advertising, the ability to liaise with our clients and our staff, together with the confidence to support and become part of this important Account Handling group.

If you are looking for variety, involvement and increasing responsibilities within the frame work of a busy and stimulating Advertising Agency, this could be the opportunity you are seeking. We have 4 weeks holiday, S/H and private health scheme and a sub food and wine bar.

For further details please telephone Mrs Helen Bryant, 839 3422 DMB & B, No 2 St James Sq, London SW1.  
(No Agency)

**EXECUTIVE SECRETARY/PA**  
**Nr Meopham, Kent**

Varied and interesting position in attractive modern offices in beautiful country setting. PA work including secretarial/audio typing/word processing, office management including limited stock buying responsibilities. Salary according to qualifications. Please apply with CV to:  
Reply to BOX M90.

**ARCHITECTS**  
**SEC**  
**£9,500 pa**

New practice in Fulham is looking for a bright and capable secretary who would enjoy helping to build its future. Audio/TP essential.  
Contact Carolyn on 01-878 5805

**THE ROYAL OCEAN RACING CLUB**

Efficient secretary required in pleasant West End Clubhouse. Sound knowledge of word processing essential, coupled with solid secretarial skills. Good salary, free lunch provided. Interest in sailing an advantage. Please telephone 01-493 2248

**CHINESE/ENGLISH SPEAKING**  
**SEC**

To work in Antwerp, Belgium, on sec skills & ability to translate £15,000+.  
West End staff Bureau  
01-629 0538

**SECRETARY/PERSONNEL ASSISTANT**

Package c. £12,000

Nikko Securities is one of the world's leading investment Banks with modern offices in SW1. Our Personnel Team need you to help provide a comprehensive personnel service for our 340 employees. Your work would be varied — 50% secretarial and 50% personnel administration. You will need to:

- Have strong secretarial skills (W/P & shorthand)
- Be organised, confident and enthusiastic
- Relate easily and sympathetically to others
- Work accurately and quickly under pressure
- Handle sensitive issues with tact and maturity
- Have a good educational background

Initially a contract of six months duration will be offered, but there is a strong possibility of this position becoming permanent. You would then become eligible for substantial banking benefits including a mortgage subsidy, annual bonus and non-contributory pension scheme.

Please write with full details of your qualifications and experience to:

Alastair Wood,  
Personnel Department,  
The Nikko Securities Co., (Europe) Ltd.,  
55 Victoria Street,  
London SW1H 0EU.

**NIKKO****EXECUTIVE SELECTION ADMINISTRATOR**  
**City: £12,500**

Tuck two years at this job under your belt and you can reckon on a big future. But you must be a graduate. You'd be the very hub of a top-level management consultancy recruiting executives at anything from £30,000 up. No shorthand, but good typing, inc. w.p. all up front admin, dealing with candidates, dealing with applicants. Good benefits, great prospects, a marvelous opportunity.

**AD. AGENCY DOUBLE**  
**W.1.**

1. SECRETARY — good appearance, plenty of common sense, age 22+ for small, friendly, up-and-coming agency. 2nd jobber, w.p. experienced, no shorthand. Happy to relieve receptionist occasionally. £10,000 + BUPA
2. RECEPTIONIST — good appearance, plenty of common sense, age 19+. Back-up typing, 40wpm. £9,000 + BUPA

**MARY VERTON**  
RECRUITMENT

35 PICCADILLY, LONDON W1V 9PB TELEPHONE 01-734 7222

**FOCUS ON EXCELLENCE**  
**£16,000**

In a company where the quality and development of their staff is of prime importance, the appointment of a secretary to the Personnel Director is an exciting career opportunity. Combining the role of PA and administrator, the successful candidate will enjoy a position where their natural charm and warmth combined with excellent secretarial skills will ensure a dynamic role with an expanding market leader. Must be 25-35. Location: City. Tel: 631 4286

**TRAINING ADMINISTRATOR**  
**£12,000**

With responsibility for the administration of training courses and seconded Personnel with the greatest training programme. Excellent opportunity for a secretary with a Level 2 education who will have a couple of years experience in a commercial environment as a secretary and they will have a good knowledge of the training field.  
Age 21+. Location: W1. Tel: 631 4286

**FUTURES SECRETARIAL****FUTURES SECRETARIAL****PROPERTY**  
**£13,000+**

PA position in prestigious city based company requires an ambitious person with good skills, computer knowledge (preferably Lotus 1-2-3) and the will to succeed.

**MERCHANT BANK**  
**£12,000+**

Large City bank requires first class secretary with outstanding skills to become totally involved in marketing department. Excellent benefits including subsidised mortgage.

**ARCHITECTS**  
**£ Neg.**

Newly formed practice needs flexible and capable person to its demanding and varied role, starting part time and developing to full time.

**Susan Beck**  
RECRUITMENT  
01-584 6242**INTERNATIONAL PUBLISHING**  
**£15,000**

An international firm of book and magazine publishers seeks an admin assistant/secretary. You will have budgeting responsibilities so should be reasonably experienced. Opportunity to travel overseas. 60 wpm audio ability needed, shorthand not essential.

Please telephone 01-408 0247  
**Elizabeth Hunt**  
Recruitment Consultants  
18 Grosvenor Street London W1

**BANKING PROFESSIONAL**  
**£16 + MS**

The charismatic Senior MD of a major US bank needs a polished performance from a Spanish/Italian speaking Executive PA who'll handle int'l liaison with style and discretion. 100/80 skills essential. Age 25-35.

**ABLE ADMINISTRATOR**  
**£14 + Package**

The steel trading dept. of an int'l conglomerate needs a committed, flexible administrator who'll use initiative and humour to cope with a varied workload — anything from filing to business lunches. Typing 45 wpm. Age late 20's.

**FINNISH SPEAKER**  
**to £14 + bank perks**

This is an unusual opportunity for a Finnish/Swedish speaker to give back-up to an int'l marketing team. Age mid 20's.

**JIGSAW** 01-631 0902  
**RECRUITMENT** OXFORD CIRCUS

**newscientist****SECRETARY/PA TO THE EDITOR**

Bowled over by biology? Astounded by astronomy? Tilted by technology? Do you want to help run the world's best science magazine? The Editor of New Scientist needs a secretary/PA to help him stay sane in a busy office. If you are methodical and efficient and don't need to be told what to do, you will have the opportunity to keep track of the key operations of the magazine. Good secretarial skills are needed, and you will need to use word processors and computers — this is the 20th century, after all.

We offer a competitive salary and the usual benefits that come with a large company. Write to Michael Kenward, Editor, saying why you want the job and give brief details of your work experience. New Scientist, Commonwealth House, 1-19 New Oxford Street, London WC1A 1NG.

We are an Equal Opportunities Employer.  
**ipc magazines**

**INTERNATIONAL PUBLISHING**  
**£15,000**

An international firm of book and magazine publishers seeks an admin assistant/secretary. You will have budgeting responsibilities so should be reasonably experienced. Opportunity to travel overseas. 60 wpm audio ability needed, shorthand not essential.

Please telephone 01-408 0247  
**Elizabeth Hunt**  
Recruitment Consultants  
18 Grosvenor Street London W1

**MERIDIAN**

Personal Assistant International Banking £12,000 + Benefits

An excellent opportunity to work with a new, very trendy young team of City whozz kids. This very varied and responsible position will involve in addition to typing, organising client entertainment, general administration, travel arrangements and host of other interesting duties. Please call Emily Hall  
Rec Cons  
01 255 1555

**STAFFPLAN LIMITED**

**OFFICE ADMINISTRATOR**  
**£12,000**

Multi national co. seeks a good organiser. Lots of responsibility with varied duties, arranging conference rooms for clients. Ordering supplies and ensuring smooth running of day to day office. Call Sarah Blake 407 2929  
STAFFPLAN rec cons.

**SECRETARY**  
**£12,000**

EC4, Barristers Chambers. Requires efficient well spoken secretary with WP experience aged 20-50 salary c£10,000. Contact Mr Aldridge on 01-353 3102

**BRISTOL**  
22 Baldwin Street  
Bristol BS1 1SE  
0272-299998

**EDINBURGH**  
29 Frederick Street  
Edinburgh EH2 2ND  
031-226 5951

**GLASGOW**  
21 West Nile Street  
Glasgow G1 2PS  
041-226 5888

**CRAWLEY**  
40 The Boulevard  
Crawley RH10 1XP  
0293-540521

**STRATFORD**  
72 The Broadway  
Stratford E15  
01-519 6343

**HOLBORN**  
96 High Holborn  
London WC1  
01-831 0666

**WEMBLEY**  
11 Park Lane  
Wembley  
01-903 4901

**VICTORIA**  
150 Victoria Street  
London SW1  
01-834 0388

**WEST END**  
225 Regent Street  
London W1  
01-734 0911

**KENSINGTON**  
10 Pembroke Road  
London W11  
01-221 5072

**BOND STREET**  
72 New Bond Street  
London W1  
01-355 4878

**CROYDON**  
6 Suffolk House  
George Street  
Croydon, Surrey  
01-688 5698

**CITY**  
Plantation House  
31-35 Fenchurch St.  
London EC3  
01-623 1226

**HAMMERSMITH**  
14 The Broadway  
Hammersmith W6  
01-846 9787

**GENEVA**  
2 Rue Verdaine  
Case Postale 604  
1211 Geneva 3-Rive

**ZURICH**  
Kasernenstrasse 11  
Postfach  
8021 Zurich

**STAFFPLAN LIMITED**

**OFFICE ADMINISTRATOR**  
**£12,000**

Multi national co. seeks a good organiser. Lots of responsibility with varied duties, arranging conference rooms for clients. Ordering supplies and ensuring smooth running of day to day office. Call Sarah Blake 407 2929  
STAFFPLAN rec cons.

**SECRETARY**  
**£12,000**

EC4, Barristers Chambers. Requires efficient well spoken secretary with WP experience aged 20-50 salary c£10,000. Contact Mr Aldridge on 01-353 3102

**FILM 88**

The year to spend your career in the film industry as PA Sec to the Financial Director in W1. Fast, dynamic, great WP skills + rusty 'S' are called for. Age 20 - 30. Don't miss the opportunity.  
NORTON BAILEY  
(Rec Cons)  
01-738 8122

**DRAKE DRAKE**



01-481 4481

## LA CRÈME DE LA CRÈME

01-481 4481

No. 1 in Europe -  
Leaders WorldwideOFFICE SYSTEMS  
ADMINISTRATOR

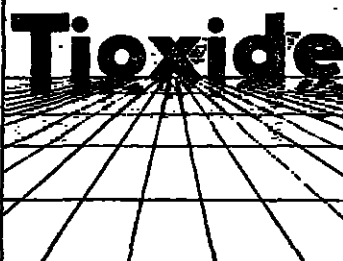
£16K package +

The Tioxide Group is the largest producer of titanium pigments used in paints, plastics and many other everyday products. We have manufacturing outlets worldwide and we communicate with them all through our London office.

An exciting opportunity has arisen within Group Administration Department for an Office Systems Administrator. This is a demanding and challenging position and requires the following skills and attributes:

- A full appreciation of modern computerised telephony, telex and facsimile systems
- Aptitude in micro based word processing systems
- Excellent leadership qualities
- Innovative: able to think on feet
- Can cope with pressure
- Anticipates problems: forward planning
- Sets high standards: goal orientated
- Good organisational skills

Please call Mrs. Lucy Durand on 01-602 7121 or send your CV to: Tioxide Group PLC, Tioxide House, 137-143 Hammersmith Road, London W14 0QL.



## PA TO DIRECTOR

in major international  
telecoms company

Up to £15k + benefits, Central London

For once a PA job which really does demand business management skills and the confidence to put them to the test.

This Director of a high-profile international company is a busy man indeed and needs you to share some of the load... organising his diary and his travel... talking to his contacts and his fellow directors... and when he's abroad, literally running the office and having to make plenty of decisions. In short, holding the fort. Competent shorthand, audio and WP skills will be taken for granted. And you

will have the confidence, experience and maturity to get to grips with every situation which comes your way.

The rewards will come in the shape of a generous salary backed by genuine career prospects, over four weeks' holiday and a superb working environment just 5 minutes from Victoria Station.

Please write with your CV to our consultant: Gillian Reed, Geoffrey Cameron Associates Limited, 5 Chelsea Wharf, 151 Old Road, London, SW10 0JL. Closing date for applications November 2nd.

GEOFFREY CAMERON ASSOCIATES LTD

FRIEND & FALCKE  
ESTATE AGENTS

Seek a responsible, lady secretary who is a good computer user and has experience in property and estate work. The job involves a lot of travel and a high level of responsibility. Salary is negotiable. Please send your CV to: Friend & Falcke, 100 Regent Street, London W1B 5AH.

SECRETARY/PA -  
KNIGHTSBRIDGE

Are you a hardworking, competent, lady, young or mature? Knightsbridge offices for two young, successful executives? If so we can offer you a very attractive salary and excellent benefits. Reply to: BOX 195, c/o News International, 1 Virginia St, London E1 9SD.



## WIND OF CHANGE?

Feel like a change but not sure what? Tempting with Hobstones is an ideal way to explore the job market while earning top rates. We have a wide variety of companies, short or long term bookings and we select each assignment carefully to suit your skills and experience.

Blow away your post-summer blues - call us today!

CITY: **HOBSTONES** WEST END: 437 6032  
(By Liverpool St) (By Piccadilly Circus)

PA/SECRETARY  
£11,000 +

International Law office - Hobson Jans requires a well spoken PA with WP. No audio or shorthand. No agents. Tel: 01 405 0040

SECRETARY/SECRETAIRE -  
10K

Burgundy international design consultancy needs a secretary/PA. Tasks: general typing, word processing, office duties, bookkeeping, etc. Salary: £10,000 per annum. Please contact Richard Bateworth at: Tel: 01-584 2376

## SUPER SECRETARIES

## SECRETARY TO DIRECTOR

required for small, expanding property company based in Victoria. Accurate typing, audio, WP. Must be well presented with excellent telephone manner. Suit 19+. Salary negotiable. Contact: Sophie Pratt 01 222 5725 No Agencies

## KNIGHTSBRIDGE

Company active in Spain and Portugal seeks secretary, 20ish with accurate wpaudio. Small busy firm. Tel: 01-581 9997

BILINGUAL FRENCH  
SECRETARY/PA

The small French company needs a bilingual secretary/PA. Must be able to speak French and English. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## PA/SECRETARY

Two Junior Secretaries, 19+. For a successful department of a leading international bank. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## ARE YOU SELF-MOTIVATED?

Are you self-motivated, with a high level of energy and initiative? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## ITALIAN SECRETARY/PA

Are you an Italian/English bilingual secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## PA/SECRETARY

Are you a well-presented, energetic secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## BILINGUAL FRENCH

Are you a bilingual French/English secretary? If so, we have a fantastic opportunity for you. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

ADMINISTRATIVE  
SECRETARY  
REQUIRED

To look after all aspects of a Hospitality Centre with a variety of units and areas. Provenly efficient, capable of working on own initiative with efficiency and enthusiasm and have good secretarial skills. Salary negotiable. Please apply in writing with CV, to: Mr. H. White, The Club, 100 Regent Street, London W1B 5AH.

SHORTHAND/  
AUDIO SEC

£11,000+. All you need is some engineering architectural or surveying background to join friendly W1 firm.

PERSONNEL ASSISTANT £12,000+. All you need is a secretarial background to join this interesting City Co. at 150 Regent St.

SHORTHAND SEC £12,500. Join this small friendly W1 Co and organise the office. 01 434 3343 CLAYMAN AGENCY 9-15 OXFORD STREET W1

## TEMPING TIMES

OUR TOP TEMPORARIES ARE EARNING IN EXCESS OF £14,500 PER ANNUM

- Available immediately or currently working
- Proper senior secretarial experience with good skills
- Constant supply of senior level assignments
- Non-contributory holiday pay throughout the autumn and winter
- Professional and personal service

For further information contact MacBlain NASH Temporary Secretaries 439-0601 The Senior PA/Secretarial Specialists

## Bilinguasec

Enjoy the flexibility of being your own boss, working from home, and earning top rates. We have a wide variety of companies, short or long term bookings and we select each assignment carefully to suit your skills and experience. Tel: 01-493 6446 46 Maddox Street, London W1R 9PB.

## NON - SECRETARIAL

CONVERT GARDEN, PA/Sec. for a leading international company. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## NON - SECRETARIAL

ASSISTANT to Music Executive. The Music Executive requires a well-presented, energetic secretary. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## NON - SECRETARIAL

ASSISTANT to Music Executive. The Music Executive requires a well-presented, energetic secretary. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## NON - SECRETARIAL

ASSISTANT to Music Executive. The Music Executive requires a well-presented, energetic secretary. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## NON - SECRETARIAL

ASSISTANT to Music Executive. The Music Executive requires a well-presented, energetic secretary. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## NON - SECRETARIAL

ASSISTANT to Music Executive. The Music Executive requires a well-presented, energetic secretary. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## NON - SECRETARIAL

ASSISTANT to Music Executive. The Music Executive requires a well-presented, energetic secretary. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## NON - SECRETARIAL

**La Crème** SECRETARIAL RECRUITMENT CONSULTANTS "GOOD MORNING" MAY I HELP YOU? £12,000 pa Have you the sophistication and charisma which makes you stand out from the average Receptionist? An eye for detail is what is needed in this West End Property Company and in their front of house Reception you must create a lasting impression. Please call Kate Henry on 01-491-1888.

## NON - SECRETARIAL

RECEPTIONIST/PA/Sec. for a leading international company. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## NON - SECRETARIAL

RECEPTIONIST/PA/Sec. for a leading international company. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## NON - SECRETARIAL

RECEPTIONIST/PA/Sec. for a leading international company. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## NON - SECRETARIAL

RECEPTIONIST/PA/Sec. for a leading international company. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## NON - SECRETARIAL

RECEPTIONIST/PA/Sec. for a leading international company. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## NON - SECRETARIAL

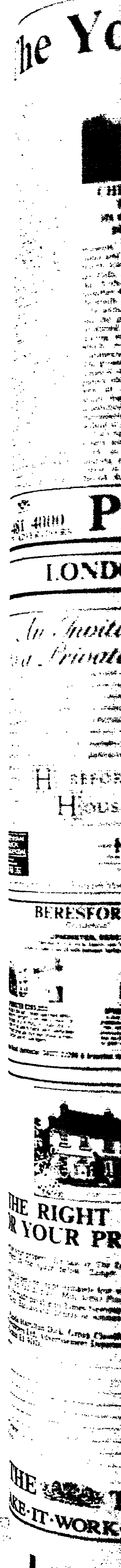
RECEPTIONIST/PA/Sec. for a leading international company. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## NON - SECRETARIAL

RECEPTIONIST/PA/Sec. for a leading international company. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727

## NON - SECRETARIAL

RECEPTIONIST/PA/Sec. for a leading international company. Salary: £10,000 per annum. Please contact: Tel: 01-495 5727





















## THE ANTIQUES WORLD

## Pessimists take a back seat

A part from their penchant for Volvo estates, antique dealers share with farmers a deep-seated pessimism. There is always worse to come. For some time the plaint, especially heart-rending in the picture galleries, has been of the impossibility of finding quality goods nowadays. Everything, worthwhile, was already in museums.

This month, however, there is too much on the market for any column to do it justice, and a number of London galleries are showing that it is still possible to find works of an extraordinarily high quality by both recent and ancient artists.

Colnaghi's show "Gothic to Renaissance", which runs from October 26 to November 12 in Bond Street, for instance, is one of the best-selling exhibitions of Old Master paintings to be seen in London in this decade. It centres on a recently discovered *Adoration of the Magi* by Altordier. Only 30 of his paintings survive.

There are also panels from three important Renaissance altarpieces: a Sassetti, a Jacopo Bellini and a Lorenzo Monaco. There is Carpaccio of the Madonna and Child with two female Saints, a Benozzo Gozzoli, a Tintoretto, a Chiarianda and an *Annunciation* by Jan Provost.

At the other end of the time-scale, among the excellent British painters who have died in the past few decades, there are shows devoted to the paintings, watercolours and etchings of Sir David Young Cameron (d. 1945) at the

Works of an extraordinarily high quality, by both recent and ancient artists, are still to be found on sale. Huon Mallalieu reports

Moss Galleries, 238 Brompton Road SW3, until October 29; Fyfe Christie, the "Forgotten Fauve" (d. 1979), at the Fairhurst Gallery, 291 New Kings Road SW6, from October 26 to November 5; Douglas Staunton Gray (d. 1959) at Spink, King Street, St James's, from November 5 to 28; and the portrait painter George Spencer Watson (d. 1934) at Max

Rutherford, 180 New Bond Street, from November 15 to December 21.

The current show of early work by Anthony Gross (d. 1984) at the Belgrave Gallery, 22 Mason's Yard, Duke Street, St James's, to November 4 will be replaced on November 15 with sculpture by Maurice Lambert (d. 1964).

Mixed shows devoted to the

same general period include "Harold Speed and his Contemporaries", a group of Modern British works from 1875 to 1945 at Martyn Gregory, 34 Bury Street, St James's, until November 5.

Just around the corner at the King Street Galleries from November 4 to 19, "The Great War" is an exhibition of 150 works brought together by David Cohen, chairman of the Western Front Association and a dealer in military art, to mark the 70th anniversary of the Armistice.

One must hope that the supply of good quality pottery and porcelain has not dried up, or there will be embarrassment at the three specialist ceramics fairs in the coming month. The first, suitably enough, is at Stoke-on-Trent on Saturday and Sunday, but two of the others could present serious punters with problems of logistics, as both open on November 11.

The Chester Antique Ceramics Fair at the Chequers Hotel is a two-day event, while the Northern Ceramics Fair at the Crown Hotel, Harrogate, goes on until November 13. Also in the area there is the 21st York Fair in the De Grey Rooms from October 27 to 29.

The progression of large general fairs in London continues at the New Kensington Town Hall from November 1 to 6, and later in the month the 2nd City of London Fair at the Barbican will be twinned with a specialist Art Fair in the other exhibition hall. Both run from November 22 to 27.

Ceramics and paintings are mass markets in antiques terms. Much less populous is the field of



Renaissance touch: a 15th-century Lorenzo Monaco altarpiece panel, *St Jerome in the Wilderness*

scientific instruments but there are enough good things about to justify a second one-day fair every year. The next is at the Portman Hotel in London on Sunday.

In terms of quantity the sale rooms are as well stocked as the galleries and the stands at the fairs. The greatest paintings of the autumn will not be offered for a few weeks yet but there is plenty to be going on with. There is everything from vintage aircraft at Sotheby's in Sussex today to a scaled-down Aston Martin "Junior" — which at 8ft 6in long still does 40 mph — at Beames in Torquay on November 16.

In between, there are Modern Belgian paintings at Christie's tomorrow, and good quality English and Continental paintings at Lawrence in Crewkerne, Somerset, while in the afternoon Phillips disperses a complete collection of

caddy spoons. On Friday Sotheby's has Mackintosh furniture, and Christie's Picasso graphics.

A 43-lot sale of early Australian manuscripts and travel books at Christie's on October 26 is followed by a vast auction of books, maps and manuscripts at Sotheby's with eight sessions on October 31 and November 1, 14 and 15. There is good needlework at Christie's South Kensington on October 25 and at Phillips two days later.

There is a sale devoted to pocket watches at Sotheby's, Sussex, on October 27, and a splendid collection formed by Sir Lincoln Hallinan, of political commemorative pottery and objects from the 18th century to date at Bonhams on November 3. On that day, too, there is a charity sale at Christie's South Kensington in aid of the Fan Museum Trust Appeal.

One begins to fear that the word "charity" is being stretched when it is applied to a sale to raise the wind for the Chelsea Arts Club and its members, however admirable the cause. The sale, organized by Sotheby's, is on the evening of October 24. It is to be hoped that the many items either painted or donated by members will keep those good people's elbows on the bar and their knees under the table for a good while.

During the past couple of years the prices for paintings by the Scottish Colourists have soared but sales have usually been in their homeland. It will be interesting to see how two examples fare in the South. In the sale at Lawrence of Crewkerne on October 20 there is a very Cadell-like view from a beach on Iona by MacLaughlin Milne, and then on November 2 at Torquay Beames have an actual Cadell beach on Mull.

## antiques and collectables

Continued from page 38

## GIL ADAMS ANTIQUES CENTRE

A selection of leading dealers within one elegant complex offering a wide range of antiques and collectables including

- ★ period oak and country furniture
- ★ 17th, 18th and 19th century mahogany furniture
- ★ antique clocks and long cases
- ★ decorative antiques
- ★ objets d'art

Open daily 9.30am - 5.30pm

The Foresters Hall, High Street, Debenham, Suffolk, Tel: 0728 860777



## TIME TO INVEST?

Why not invest some time in visiting one of the largest antique dealers in the country. Nearly 12,000 square feet covering 3 floors of British and Continental furniture, Oriental and British Porcelain and Pottery, Silver and Metal goods, Glassware, Linen and Lace, Paintings, Clocks and Jewellery dating from the 16th to the 20th Century.

Call in today and take advantage of our free car parking, together with professional, friendly assistance from Shropshire's most reputable dealers.

PC MANSEY & SON LTD

53/54 Wyle Cop, Shrewsbury SY1 1XJ

Telephone: Shrewsbury (0743) 51120

Consultants • Valuers • Dealers

## GERALD E. MARSH

TIME HONoured CLOCKS

32a The Square, Winchester, Hants. Tel: (0962) 844443

8 full-time resident clockmakers restore clocks, watches & barometers. Always a very comprehensive stock of fine and rare 17th, 18th & 19th century clocks & barometers for sale. We undertake valuations, sale room commissions and restorations.

## PROJECT CANCELLATION

Of Interest to Company Chairmen and Office Developers. Collection of magnificent mahogany tables. Sheraton designs, seating from 12-24 persons. Price range between £295 & £3,500. Matching sets of chairs entirely hand carved available if required. Delivery immediate.

View in London NW4. Kindly phone Gracewells Designs Ltd, 01-263 6827. Tel: 297761. 311EQG, 01-263 6827.

## ENGLEFIELD GREEN ANTIQUES CENTRE

NO. 1 ST JAMES ROAD, ENGLEFIELD GREEN, SURREY, SURREY, GU20 7JSS

2.000 sq. ft. of 18th and 19th century furniture, pictures etc.

Settled just off the A10 between St Albans and Hemel Hempstead. Open Monday to Saturday 10.30am-5.30pm, Sundays 1.30pm-5.30pm

Animal Sculpture in Bronze

A wide Selection of Quality 19th & 20th Century Sculpture

Always on display. Catalogue available

The Shadmore Gallery

32 Bruton Place, Berkeley Sq, London W1X 7AA

Tel: 01-499 0365

INVESTMENT COLLECTION OF PAINTINGS BY L.S. LOWRY

Illustrated details available.

CLEVELAND BRIDGE GALLERY,

8 Cleveland Place East

Bath BA1 5DJ

Tel: (0225) 447885

## IMPORTANT PRIVATE HOUSE SALE

FRIDAY 21st OCTOBER at 11am

Waycroft Hall, Mr Axminster, Devon

The Sale will include

Fine Royal Academy Exhibited Oil Painting by HENRIETTA RAE

"Rhyas and the Water Nymphs" 55 1/2" x 86 1/2"

The Sale comprises of:

Fine Country Oak Furniture, Paintings, Interesting Collectors' Items

Plus 180 lots of interior design materials and fabrics

On View 20th October from 10am-4pm

AUCTIONEERS: MICHAEL G MATTHEWS

The Devon Fine Art Auction House, Dowell St, Hoxton, Devon

Tel: (0404) 41872 or 3157

## MALLAMS — OXFORD —

THE HERMITAGE, SOULDEN, WIL. HERTS, OXFORDSHIRE

Wednesday 26 October at 11am

FINE ANTIQUE FURNITURE, CERAMICS, GLASS, METALWARE, SILVER & PLATE, WORKS OF ART

Saturday 27 October - 10am-5pm

Monday 29 October - 10am-5pm

Estimated Catalogues £3.50 per post

BOCARDO HOUSE, ST. MICHAEL'S STREET, OXFORD OX1 2EB

Tel: (0865) 241358

## Debrett

Were your ancestors labourers or lords? Debrett will trace them wherever they were and provide a bound report as a family heirloom or unique gift.

For free booklet: Debrett Ancestry Research Ltd, Dept T, Gordon Road, Winchester SO23 7DD.

Tel: (0862) 69087

## THOMAS MOORE AUCTIONEERS LTD

THE AUCTION ROOMS, 20/21 GREENWICH HIGH ROAD, LONDON SE18

Auction every Thursday at 10am

Porcelain, Paintings, Furniture and Objects d'Art etc

Tel: 01-858 7848

## TABLE TOP LEATHERS

Gold tooling, standard or hand dyed colours. Fast efficient service by post.

ARTISAN PRODUCTS, 100 REIGATE ROAD, BRIGHTON, SUSSEX

TEL: (0273) 557418.

Re-leather your desk or table

We supply leather in large dyed colours with easy fitting instructions. Choice of gold tooling. Fast efficient service.

K. RESTORATIONS, 13 FERNDALE STREET, LONDON NW11 8SS Telephone: 01-492 4021.

HERTS AND ESSEX ANTIQUES CENTRE

THE MALTINGS, STATION RD, SAWBRIDGEWORTH, HERTS

0273 722844

Over 100 stalls of specialist dealers in antiques, glass, books, paintings and collectables.

Cheapest restaurant facilities.

Tues - Fri 10am - 5pm

Sat - Sun 10.30am - 6pm

Dealers welcome

FREE STAMP VALUATIONS

For sale through our auction or Private Treaty Sale without charge or obligation to sell. We are prepared to travel to your home. Write or telephone for free brochure.

PLUMBRIDGE & CO (Est 1898)

Sales 52, 26 Church Green Road, London WC2E 7HQ

Tel: 01-836 8694/0939

S & H JEWELL LTD

Specialists in old reproduction English furniture, desks, tables, chairs etc.

EST 1830

RESTORERS AND MANUFACTURERS EST 1830

Seaside furniture bought

Specs made

Open Mon-Fri 9.30am - 5.30pm

26 PARKER STREET WC2E

Tel: 01-406 8620

TREASURES

Many unusual items as well as silver, porcelain, toys, jewellery, linen, pictures, & small pieces of furniture.

OPEN: Mon-Fri 10.5 - 5.30

Sat 9.30 - 5.30

151 Station Road East, Oxford, Surrey

Tel: (0883) 713301

## WOVEN ART TAPESTRIES FOR YOUR OWN HOME

Send today for full colour catalogue and price list of reproduction wall-hanging tapestries from Medieval times to the 18th Century. Available direct from the importers. Large selection on display.

Mon-Fri 9-1, 2-5.

Hines of Oxford, Dept T15

Weavers Barn

Windmill Road

Headington, Oxford

OX3 7DE

Tel: 0865 741144

QUALITY VETTED & DATED ANTIQUES FAIRS

THE WARDOUR CASTLE ANTIQUES FAIR

Tisbury, Wiltshire

28-30 OCTOBER

THE STON PARK ANTIQUES FAIR

NR. Kew Bridge, W. LONDON

4-6 NOVEMBER

THE BOURNEMOUTH ANTIQUES

WESSEX HOTEL, DORSET

11-13 NOVEMBER

ROBERT BAILEY ANTIQUES FAIRS

01-550 5435

## NEWBURGH STREET GALLERY

9 Newburgh Street, W1.

Tel: 01-434 4455

ALFRED PALMER R.O.I

1877-1951

Paintings and Watercolours

2851 28th Oct

10.5 Mon-Fri

Sat by appointment

S & H JEWELL LTD

Specialists in old reproduction English furniture, desks, tables, chairs etc.

EST 1830

RESTORERS AND MANUFACTURERS EST 1830

Seaside furniture bought

Specs made

Open Mon-Fri 9.30am - 5.30pm

26 PARKER STREET WC2E

Tel: 01-406 8620

QUALITY LIMITED EDITION PRINTS

At a fraction of London prices.

From only £10

NILS OLSEN GALLERY

Freeport, Liverpool

L25 5QF

ROBERTSON, Christmas plates, 1973 - 82

incl. offers for sale. Tel: 06303 804343

SOFA TABLE, Regency mahogany, good condition. Offered reduced. No dealer's price. Tel: 01-500 3708.

17th Annual ST. EDMUND'S ANTIQUES FAIR

The Abbeys, Bury St. Edmunds

Thursday October 27th-29th

Delicious: Furniture pre-1830. Others up to pre-1889

For details: Antique Arts & Antiques

Tel: (0887) 2368

ANTIQUE FAIRS

THE FAMOUS INTERNATIONAL ANTIQUE & COLLECTORS FAIR

NEWARK & NOTTS SHOWGROUND NEWARK

2000 Covered Stands and Pitches ALL SOLD

Open 7 a.m. - 4 p.m.

TUESDAY 25th OCT.

Free parking

Admission: 7am-10am £2 10am-4pm £1

0636 - 703326

## NEW BRANCH OF S.A.G. ART GALLERIES

NOW FULLY OPEN WITH HUNDREDS OF PICTURES ON DISPLAY

19th and 20th Century WATERCOLOURS, OILS, ETCHINGS

A WIDE SELECTION OF LIMITED EDITION PRINTS BY

W.R. FLINT, D. SHEPHERD, G. KING, R. TAYLOR, G. COULSDON, E.R. STURGEON, etc

589 Garrett Lane

Earlsfield

London SW18

Tel: 01-844 1404/870 7071

RUSSELL FLINT

"MARIE ON THE LOIRE"

£1,000 ono.

Tel: 0865 790402

## ANTIQUE FAIRS



## CROWN FAIRS CAMBRIDGE

Foremost Antique Fairs Organisers in East Anglia

Lyndon Hall

MUNDFORD, NR BRANDON, SUFFOLK

Saturday & Sunday 22nd & 23rd October

A very attractive Victorian mansion set in extensive woodlands. 60 stands

Hitchingbrook House

HUNTINGDON, CAMBS

Home of Cromwell (Easy access A1, M11)

Saturday & Sunday 29th & 30th October

Over 110 stands.

Putteridge Bury College

NEAR LUTON



















# Carter and Dein dismissed for divided loyalties

By Peter Ball

The ordinary members of the Football League have exacted full retribution for their suspicions that the big five first division clubs had attempted to feather their own nests in the summer.

At yesterday's extraordinary general meeting at Villa Park, they voted to remove the League president, Philip Carter, and David Dein, Manchester United, Arsenal and Tottenham.

Their protests that they had always intended to take the deal to the management committee and that it was due to their efforts that the League had achieved a £44 million contract with ITV made little impression with the mass of clubs.

The opposing case was put succinctly by Jack Dunnett, Carter's predecessor as president, who told the meeting: "You cannot wear two hats."

Carter refused once again to admit to any guilt. "It is an unsavoury affair and bad for football, and I have to accept the democratic decision. But I still feel I acted in the best interests of football and no one could refute the statement I made that I had acted correctly."

He said that in spite of his fears that there were still sharp divisions within the League, Everton would not be party to any revival of talk about breakaways.

Perhaps mindful of the gravity of the decision, the

vote was close in Carter's case, the president losing by 33% votes to 28% — first division clubs got one and a half votes each.

The vote against Carter tallies exactly with the division of clubs signing the petition requisitioning the meeting, five first division, 18 second division and eight associate members, which suggests that minds had already been made up before the clubs arrived.

The removal of Dein, the Arsenal vice-chairman, who was regarded as a much more enthusiastic advocate of a breakaway in spite of his denials, was more clear cut. He was defeated 37% to 23%.



Dein: protests were ignored

Those figures suggest that the split which appeared in the summer is still there. Although Carter said that the decision came with some relief after the tension of the past month, both he and Dein laid the blame on the second division as they rejected any likelihood of their seeking reelection.

"I'm not prepared to work with some of the management committee in future," Carter said. "It wasn't a question of issues, the underlying problem was one of personalities and this has happened primarily because the second division decided they wanted a change."

"There is a very, very sharp division between the first division and the rest. It seems that seven or eight of the smaller first division clubs have allied with the second division to form a large block in the middle."

"The big clubs will have to be aware that we need to be careful who we have on the management committee in future."

Admitting to being very disappointed, Dein said: "It is a sad day for football, which is long on TV money but short on gratitude. I have helped put £44 million into the game and didn't get any thanks."

The clubs clearly decided that some things in football still matter more than television money. As one member of the management committee said: "It is a sad day for football, but it would have been an even sadder one if we had not done this and just glossed things over."

The first division clubs will now have 10 days to nominate candidates for the vacant management committee places. The election of a president to replace Carter will have to wait until those places have been filled.

## Conflicting priorities raise breakaway threat

### Football loses as attitude hardens

By David Miller

Democracy won, but football lost. The sacking of Carter and Dein is a demonstration of the fundamental English belief that those elected to office should honour their responsibilities ahead of any possible self-interest. Yet the divisions and conflicting priorities within the Football League, never more apparent than they were yesterday, make it clear that the world's oldest League is now the most ungovernable.

Everyone departed from the chairman's meeting in a sombre mood, knowing that an essential principle, of the need for straight dealings, had been upheld, but that most of those who had voted against Carter and Dein did so in the knowledge that the schism would not be worse.

Most are agreed that the big five clubs who were at the forefront of an apparent breakaway move will now be hardened in their attitude: in a feeling of frustration at being controlled by the now dominant second division block of votes which carried the motion.

The belief is that the big five, and the five other first division clubs who were at one stage part of the nuclear breakaway with Independent Television, may now eventually be driven towards a more formal separation, giving a collective three years' notice, as required by the new regulation, of creating a super league.

Attempting to keep a dignified face, the big five left the meeting in a state of subdued anger at what they regard as the humiliation of their two representatives on the management committee. "How can we shoot ourselves in the foot like this," Peter Hill-Wood, the Arsenal chairman, said in exasperation.



Grim future: Carter faces up to his removal from the management committee at Villa Park

He and Dein, and the other leaders of the secret negotiations for which Carter has now paid the price — Scholar, of Tottenham Hotspur, and Edwards, of Manchester United, — are convinced there is no long-term future for a collective organization with such separate requirements and contrasting commercial potential.

Carter yesterday tried to hide behind an explanation that the vote had been decided on a difference of personalities. Yet he was sacked in spite of the fact that the majority of chairman regard

him with some respect, and entirely because of his ineptitude in handling the negotiations; for failing to uphold in a more forthright way the interests of the run-of-the-mill second division members. Some would say that this had been an impossibility, yet he was voted out of office on the principle rather than financial details of the controversy.

The diversity of interests will widen further if, as is possible, the new president is elected from the second division. And the indications are that Jack Dunnett, of

Notts County, a former president who led the opposition, is interested in being re-elected, though McKee of Newcastle, the temporary president, may be the choice.

All first division chairman are saying that a restructuring of the League, beyond the present reduction in size of the first division, is essential: in particular, the right of the leading money-makers of the game to govern their own affairs with a greater degree of self-direction. The second division may find they have won the battle but lost the war.

# Robson's reputation is at stake

By Stuart Jones  
Football Correspondent

Bobby Robson, on the eve of his greatest trial, was not wearing the strain of a condemned man. Never before has he appeared to be so relaxed. Rarely can any England manager have approached a competitive fixture, such as the opening of the World Cup qualifying tie against Sweden, with so wide a smile.

Yet, in spite of the jocularity, he is conscious that his reputation is at stake. Although his own fate may safely be in the hands of the Football Association's international committee, the pressure on him will be great should his side, which has yet to unveil, be defeated tonight.

The painful memories of the European championship would haunt him, the crowd would taunt him and the dark shadows of Wembley's twin towers would resemble the public gallows on which he would doubtless be invited to stand. It is the most significant international of his career, if not necessarily of group two.

No one would have known it. No sign of nerves were to be seen in the man who was so vividly apprehensive before the crucial European championship qualifying tie against

## Clean sheet for Butcher

Terry Butcher, who plays for England against Sweden tomorrow, will not be charged over a dressing-room incident at Pittodrie stadium, Aberdeen, 11 days ago.

The decision, by the Aberdeen Procurator-fiscal, Stanforth Lockhart, ended an anxious wait for the Rangers player, aged 29.

The door of the referee's room was damaged at the end of the controversial match, between Aberdeen and Rangers.

Denmark five years ago. Then, preoccupied about the Scandinavian opposition, he talked about them at length. Yesterday he scarcely mentioned the Swedes.

For his sake, England cannot afford another failure. As he himself admits, there can be no excuses. The preparations were completed once Lineker, who had suggested that he was fully fit, confirmed it during the training session. The team, for once, is genuinely ready and waiting to put theory into practice.

The timing is perfect, too. England, traditionally so vulnerable in September, are by now usually so powerful

that "nobody wants to play us at this time of year." In the last five matches in October, the opponents have all been beaten and by a crushing margin of 24-0.

The defensive record would have been endangered more severely had the Swedes been armed with Ekstrom, the scorer of the lone decisive goal against England two years ago, and Eskilsson. By a convenient coincidence, both forwards moved to foreign clubs before the start of the season and have yet to rediscover their form.

Domestic optimism would also have been damaged had Sweden not started their build-up in August by losing in Stockholm to Denmark, the victims at Wembley last month. After suffering only their third defeat in three years, Ole Nordin's side were held a week ago by the moderate Portuguese.

Although Sweden have not triumphed on English soil since 1959 (when Don Howe, Robson's assistant, was the right back), they should not be underestimated. Victories within the last 18 months in the Soviet Union, West Germany and Spain — all European championship finalists — indicate that they are dangerous visitors.

In Prytz and particularly Stromberg, who partner each

other in Atalanta in Italy and are separated in age by a week, they possess a pair of midfield players "as good as any in Europe," justifiably in Robson's view. Hysen and Larsson are solid central defenders of equal stature.

But Holmqvist and Pettersson are neither as swift nor as talented as the former strike force. Robson has also noted that the Swedes, as well as being notably inexperienced on their left flank, are inflexible in defence. Their 4-2-2 system, although effective, is rigid.

England's manager, although reluctant to offer any substantial clues about his line-up, has experimented with various attacking formations and is likely to choose a new version with which to pull the Swedes apart. Beardsley is expected to support an unusual and potentially exciting front line of Lineker and Waddle.

Lineker, "a lethal weapon," warned off for the occasion by scoring four goals for Barcelona against their reserves last week. Waddle "likes the central position and has looked very good for Tottenham there. He prefers to have room to manoeuvre rather than being trapped out on the flank."

But Robson appreciates that, apart from the influential

Butcher, his side will be inspired by his namesake. "Bryan Robson spares nothing in his effort. That is why he is so respected by the players. He's a great leader, a great motivator" and the Swedes are incapable of restraining him.

Assuming the captain is selected, that is. The manager's plans are hidden away so securely that only Lineker has been told he's playing. "I haven't told any of the others because that wouldn't be much of a secret, would it?" Robson said. "I'm going to cut the telephone lines first."

ENGLAND (probable): P. Shilton (Derby County); G. Stevens (Rangers); S. Pearce (Nottingham Forest); W. Waddle (Nottingham Forest); A. Adams (Arsenal); T. Butcher (Rangers); B. Robson (Manchester United); C. Waddie (Tottenham Hotspur); G. Lineker (Liverpool); P. Beardsley (Liverpool); J. Barnes (Liverpool).

● The Saudi Arabian embassy and English football officials yesterday ruled out fears that their planned fixture next month will be called off because Bobby Robson's team recently played in Israel. No hitches are foreseen, despite reports that the match would be cancelled.

Group two

MATCHES: Today: England v Sweden; Poland v Albania; New Zealand v Sweden; 19th: Mar v Albania v England; 22nd: England v Albania; May 7: Sweden v Poland; Jun 5: England v Poland; Sept 6: Sweden v England; Oct 5: Sweden v Albania; Oct 11: Poland v England; Oct 22: Poland v Sweden; Nov 15: Albania v Poland.

Norman: notable absentee

New faces

Melbourne — Australia will be represented by Peter Senior and Roger Mackay in the World Cup of golf here in December after organizers failed to attract Greg Norman, who is to be contracted to play a tournament in Japan.

US hooligans

The Buffalo Bills beat the New York Jets 37-14 on Monday night in a National Football League game that was marred by crowd disturbances at the Jets' ground at East Rutherford, New Jersey. Interest in the game waned quickly as the Bills scored on their first five possessions and led 31-7 at half-time. Altercations too numerous to count broke out and seats were set on fire.

Cuban honour

Havana — The North Korean Government has honoured 173 Cuban athletes with special medals as a gesture of gratitude for Cuba's boycott of the Olympic Games.

Bird staying

Boston — Larry Bird has agreed on a two-year extension of his contract with the Boston Celtics basketball team worth about £2.4 million per year. Bird will be tied to the team until the end of the 1991-1992 season.

## England should try sweeper system

David Miller

Bobby Robson has been expressing concern about England's missed chances in front of goal, particularly in the calamitous European championship finals, and the fact that since putting eight goals past Turkey in 1987 the team has scored only eight goals in 10 matches.

Yet England's qualification for the World Cup finals of 1990 will depend as much or more on whether the defence is able to prevent Sweden from scoring, tonight at Wembley and in the return tie.

Any period of England's success, in the era since international football became tactically more organized from the late 1950s onwards, has coincided with a strong, stable defence. There has always been a question mark against the defensive reliability of the current squad of players.

After training on Monday, discussing the long-term prospects, Robson declared an optimism about his defenders which it is, on the evidence, hard to justify; and not merely because England's club football prohibits the use by the national team of man-for-man marking used by almost every foreign team.

Robson points to the fact



that in 17 matches prior to the European finals England had conceded only 11 goals. Yet who in that time had they played of real account? In four of those matches against what might be termed the more significant opposition — Sweden, Spain, West Germany and Netherlands — they had conceded eight of the 11 goals. When they met the two best teams in the finals, Netherlands and the Soviet Union, in the first round, they conceded six.

That could be said to have been due to a coincidence of setbacks, beginning with the injury to Butcher. There were, however, those of us on the touchline who had consistently expected the team's short-comings to be exposed in the more severe surroundings of the finals. It is hard to believe that circumstances have substantially altered in the space of four months.

Robson says that he is confident which he is obliged to be. It is part of the job. He suggests that the emergence of men such as Pallister, Walker and Parker will provide "a solid defensive shield in the years ahead," although as yet we have no proof of that.

It would be comforting to think that it will be so, but the fear must be that continuing exclusion of the Football League from European competition will produce a generation of defensive players unfamiliar with and inexperienced against overseas skills and tactics.

The strength in recent years of the smaller Western European nations, such as Denmark and Sweden, has arisen, to some extent, because of the experience gained by their better players in the leagues of Germany, The Netherlands, Italy and Spain. By comparison, the England game will now decline because of a lack of foreign experience.

Robson argues that it is impossible to play a sweeper system with the national team because it is alien to club players. The time may come when he, or his successor, is obliged to do so because the experience of defensive players operating a zonal marking system will be even more vulnerable than any inexperience of the sweeper system. Bryan Robson was, and still is, the player upon whom, as sweeper behind two markers, such an experiment could be conducted.

Teaming up

Johannesburg — Three Americans, including the South African-born Johan Kriek, and leading players from Israel, Italy and Switzerland will compete in a team tennis tournament here this weekend.

## Scotland maintain morale despite injury to Leighton

By Roddy Forsyth

It was revealed yesterday that outrageous and bizarre fortune had struck again at Andy Roxburgh as he prepared his players for Scotland's World Cup qualifying match with Yugoslavia at Hampden Park this evening. Jim Leighton, first choice goalkeeper, sustained an injury of the most dispiriting type at the Scots' training session on Monday morning.

As the session came to an end, Leighton helpfully turned to kick one of the practice balls into the centre of the field but as he did so, he suffered a painful muscular spasm in his back. Such was the effect of the injury that Leighton did not train yesterday and spent much of the day receiving intensive treatment in an attempt to give him every chance of playing tonight.

The fact that yet another experienced player may have to be omitted from his plans did not appear to trouble the national coach unduly, but then Roxburgh has had plenty of chance to exercise his philosophical approach to

### Group five

RESULTS: Norway 1, Scotland 2; France 1, Norway 0. REMAINING MATCHES: Today: Scotland v Yugoslavia; Oct 22: Cyprus v France; Nov 2: Cyprus v Norway; Nov 15: Yugoslavia v Cyprus; 1989: Feb 6: Cyprus v Scotland; Mar 6: Scotland v France; Apr 22: Scotland v Cyprus; Apr 28: France v Yugoslavia; May 16: Norway v Cyprus; Jun 14: Norway v Yugoslavia; Sept 5: Norway v France; Sept 11: Yugoslavia v Scotland; Oct 11: Cyprus v Yugoslavia; Nov 15: Scotland v Norway; Nov 18: France v Cyprus.

adversity since he named the squad for this match 10 days ago.

Deprived of the creative talents of Rangers' Durrant, and Gillespie of Liverpool, both victims of nasty tackles over the ball in club games, Roxburgh has already been forced to recast his plans for this match so dramatically that a Scottish victory might be seen as a masterpiece of improvisation.

This itself is not a new phenomenon and would have been familiar to Roxburgh's predecessors as well as the other national managers in the British Isles, assailed as they are by the demands of absurdly overloaded domestic programmes, but Scotland are

in the middle of a lean spell for seasoned talent.

Roxburgh said: "There's no point in minimizing the impact of the loss of Durrant and Gillespie, which has been extremely serious for us. Apart from Jim Leighton, we have two other players who must be considered extremely doubtful in David Narey and Gordon Strachan, so it's going to be a last minute selection from our point of view."

"All I will say is that the spirit in the group is very good and we will adapt as we always do, no matter who the absentees are. You can gauge the spirit of our players by the fact that Ian Durrant came to visit the squad on crutches last night and it had a good effect all-round because the boys made a big fuss of him."

For all Roxburgh's travails, he was able to remain admirably clear-sighted about the strengths and weaknesses of the Yugoslavs, whom he rates as favourites to win the Scots' qualifying group.

YUGOSLAVIA: Ibrkovic, Stankovic, Spasojevic, Hatzispyros, Radojevic, Stokich, Baryshinov, Kalenic, Vujacic, Cveticanin. SCOTLAND: To be named.

END COLUMN

## Cure for an idle winter's myopia

By Simon Barnes

The England cricket team has a winter off, it seems. The players are still contracted to the TCCB, however, so they do not have to go straight down to the Job Centre.

Clearly a pleasant winter awaits them: they have all the time in the world for whingeing, having competitions as to whether they hate India, the Press or Pakistan the most, wondering about the sanity of the selectors, trying to remember all five men who led England in the field last summer (the difficult one is Pringle) and saying never mind, it will be all right when Graeme Hick is allowed to play for us.

But I have a few alternative suggestions as to how an international cricketer could spend the winter to his greater profit and amusement.

1. Instead of whingeing about India from the bar of a five-star hotel, I suggest the players be issued with a backpack, a few hundred quid, and a copy of the Lonely Planet company's *India: A Travel Survival Kit*. After all, that is how most people of their age get to see India, learn about the real problems of the place, and discover that India is the most marvellous country in the world.

### Written without aid of ghosts

2. Those of the party who consider themselves seriously famous should be forced to walk across the Alps with a couple of elephants. As a bonus they could go to the World Series match in Oakland and tell baseball fans how famous and important they really are.

3. All players, but especially those who hate the Press, should write their autobiographies this winter. By write, I mean write every single word, without the aid of a ghost. This would bring about two things: a better understanding of writers, and a raising of the standard of cricket autobiographies.

4. All those who have South African connections should spend a further month down there. Graham Gooch should spend two. The only condition is that their skin should be dyed black for the duration of the trip. I think such a step would induce a different perspective.

5. All those who bow medium-pace seam-up bowlers for use on viridian green results pitches should spend the entire close season in the nets trying to bowl legspin. I look forward to writing about the dying art of trundle-bowling in a few years' time.

### Getting the taste of real life

6. The TCCB, seeing that they have a bunch of paid-up, idle, talented cricketers on their hands, should organize a series of charity games. These should be to alleviate such woes as afflict cricketers: such things as starvation in India and hurricane damage in Jamaica. If disaster nearer at home also appeals, I suggest a contribution to the Greenpeace campaign to save the North Sea from poisoning.

7. But if the aim of all this is to teach cricketers to be better and wiser men, they should spend the winter in the horrid dampness of England, and be deprived of their usual allowance. They should be forced to do jobs unsympathetic to them, and which do not permit them to express to the full their talents. They should be forced to stick in these jobs because of the mortgage and the children's clothes. They should, in short, taste real life.

Come the summer, if they can afford it, they could play for their local clubs, paying their suits, buying their own hats and flannels. And it will be the biggest treat life has to offer: when the spring, they will come alive once a week, they will believe that God's in his heaven, all's right with the world. For a change, they will curse, rather than cheer the rain.

8. The counting of blessings is a salutary experience for us all. Professional sport, with its enclosed pretend world, with all its intense and perfectly genuine pressures, can induce a selective and myopic way of looking at the world.

Cricketers are probably more men of the world than most sportsmen, but much more is expected of them. That is the nature of the game, for some reason. I wish them all a happy and profitable winter.

And I am perfectly serious about the charity matches.

itics  
nn Fe  
an 100  
Hurd plan  
laws on fo

and  
est  
med

DTI  
Cons

Tax